

# Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phonograph Merchandising • Coin Machine Operating

Special **EUROPEAN COIN MACHINE CONVENTION SECTION**

(SEE PAGE 53)

**ANATOMY OF 'THE FIRST FAMILY' SUCCESS—HOW IT WAS DONE**

(SEE PAGE 6)

## Billboard

PAGE  
1  
SINGLES

### ★ NATIONAL BREAKOUTS

**WALK LIKE A MAN . . .**  
Four Seasons, Vee Jay 485  
**SEND ME SOME LOVIN'**  
Sam Cooke, RCA Victor B129  
**SHE'S NEVER KNOW**  
Branda Lee, Decca 31454

### ★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major markets listed in parentheses.

**JIVE SAMBA**  
Carnesboro Advertiser Sater, Riverside 4541 (Arlington, BMD) (Chicago, New York)  
**LOVE FOR SALE . . .**  
Arthur Lyman Group, Hi-Fi 5066 (Harris, ASCAP) (Detroit, Buffalo)

**FIRST STAR**  
Frankie Laine, Liberty 101 (Hill & Range, BMD) (Detroit, Baltimore)

**I'M SORRY FELLOW . . .**  
Lee Andrews, Parkway 860 (Woodcrest, BMD) (Philadelphia)

**OUR DAY WILL COME . . .**  
Ruby and the Romantics, Kapp 501 (Roxwood, ASCAP) (New York)

**M. G. BLUES . . .**  
Jimmy McGriff, Sina 777 (Salem-Jell, BMD) (Chicago)

**COOL WATER . . .**  
Bill Bell, Newlines 5009 (American, BMD) (Philadelphia)

**IT'S RELEASE YOU**  
Ted Taylor, Okeh 7165 (Four Star, BMD) (Chicago)

**NOBODY BUT ME . . .**  
Isley Brothers, Wand 131 (Waner, BMD) (Pittsburgh)

**ALL GROWN UP . . .**  
Johnny Horton, Columbia 42653 (Buns, BMD) (Chicago)

**TRIBUTE TO RUDOLPH HOLLY . . .**  
Mike Berry, Coral 62341 (No Publisher Available) (Baltimore)

**QUIRKY**  
Ortiz, Selig 311 (Vind, ASCAP) (Philadelphia)

**THE WALK . . .**  
Lou Cee, Vee Jay 483 (Arch, ASCAP) (Baltimore)

**I'M LYING TO KEEP FROM CATCHING . . .**  
Isley Brothers, Wand 131 (Alden, BMD) (Philadelphia)

### ALBUMS

Page One Albums will be found in the LP Review Section of this issue

# Bids for Young Talent Soar High

## Wild Bids Fly For L.A. Youth

## Offers Often Hit \$50,000

BY LEE ZHITO

**HOLLYWOOD**—A young lad by the name of Dick Dale—whose records to date have only racked up local sales action—is creating so much excitement on the West Coast that a number of major and indie labels have been opening up the purse strings and coming through with offers ranging as high as \$500,000 guarantees over a 10-year period.

Reason for all the excitement is the lad's sensational single and album sales here, and his S.R.O. personal appearances in local ballrooms. Right now the singer is drawing turn-out crowds at the Harmony Park Ballroom in Anaheim, Calif., and he has cracked records at other spots close to Los Angeles as a result of his large, loyal and passionate following.

(Continued on page 8)



**TRUMPET STAR MILES DAVIS** and Columbia President Goddard Lieberman, caught exchanging opinions at special meeting held by label to introduce new jazz product Tuesday (15). Besides Lieberman and pop a.r. director, Dave Koppel, Mike Berniker, John Hammond, Frank Driggs and Tex Macera spoke about Columbia jazz plans and product.

# FIC Opens Trust Case

By REN GREVATT

**NEW YORK**—The Federal Trade Commission commenced its case against the Columbia Record Club here last Wednesday (16). First two days of what is expected to be 12 weeks of hearings were characterized by opening statements by both sides, establishment of ground rules for the hearings by examiner Donald R. Moore, and opening testimony by Goddard Lieberman, Columbia Records president; William Shockett, treasurer of Malverne Distributors here; Thomas Noonan, research director of Billboard, and J. Stephens Stock, a market research consultant.

In opening statements, counsel for the Commission held that the respondent (Columbia) is extending its domination over the record industry, restraining and destroying competition and establishing a dangerous tendency toward monopoly through certain practices employed in its record club operation.

The attorneys made clear that the FTC was not challenging the concept of the record club as such, but rather, its use of "certain methods of accumulating power and increasing concentration." The Commission also attacked certain "deceptive pricing claims" used by the club.

In summing up the FTC case, its attorneys said, they would focus on three basic points: (1) Respondent's acquisition of competitive products which has an anti-competitive effect; (2) respondent's dual pricing system, and (3) pricing in record club advertising. Dual pricing was clarified as having to do with one set of prices on club sales and another on sales through distributors to dealers.

### Challenges Stand

In his opening statement for Columbia, attorney Asa Sokolow challenged the government to "stand on exclusivity of Columbia's contracts with smaller labels for the offering of product through the club. He indicated

that the FTC's opinion regarding the exclusivity was greatly magnified over the actual situation.

Sokolow also held that a company which offers only its own product through its club is actually acting contrary to the public interest in the sense that such offerings constitute a limitation on choice. Sokolow further said that the club has "stimulated interest in record buying, thus broadening the base of the record buying public." In connection with pricing, he noted that Columbia's price policies in the club are identical to those employed by the clubs of its competitors, RCA Victor and Capitol.

The first witness was Lieberman, who was questioned at length regarding Columbia's corporate structure, its personnel, its recorded repertoire and its artists. The testimony was not without its touches of humor. Questioned at one point about his own career with Columbia, Lieberman said: "It bores me but I'll try."

In lengthy questioning on the various categories of artists within the Columbia fold, he described Mitch Miller as "a very serious musician who plays the oboe," and Dave Brubeck as "a jazz artist, a progressive jazz artist, a way-out jazz artist."

Questioned on the likelihood that big companies get the biggest share of the hits, Lieberman disagreed, pointing to the example of Cadence Records and its experience with "a man named Meader."

In an attempt to establish a point in connection with Columbia's licensing of product from smaller companies for its club, FTC counsel Mort Needleman asked Lieberman "Have you considered licensing Mitch Miller's masters to the RCA Victor or Capitol clubs?"

"No," Lieberman retorted. "Shocking as it may seem, they never asked."

Lieberman was also closely

(Continued on page 8)

# Royalty Exemption Battle As Celler Introduces Bills

By MILDRED HALL

**WASHINGTON**—The opening gun has sounded on the anti-juke box exemption battle, with the introduction of two bills by Rep. Emanuel Celler (D., N. Y.) for collection of performance royalty on juke box music, exempted under the old 1909 Copyright Act.

The new Celler bills will be

**NEW YORK**—Major and large indie firms' bids for young talent continue to grow wilder and wilder. Now that Victor, Columbia and Capitol — never reluctant to come up with sizable guarantees — have been joined by a now free-swinging Decca, the bidding can only go higher.

Decca's joining of Rick Nelson last week for \$1 million over a 20-year span is an indication of that label's new-found aggressiveness, which could also be due to its MCA association.

The Decca-Nelson pact is but one of many that have come off over the past 12 months, turning heat on guarantees and long-term contracts—and all covering young talent that had proved itself on other labels.

However, even here there is a new trend. The offers being made to newcomer Dick Dale on the Coast by major labels, indicate that firms are even willing to come up with substantial bids for untested talent — provided the talent pulls them in at night clubs or ballrooms.

Over recent months big money contracts and expensive production deals have been made by Victor for Paul Anka; Columbia for Steve and Eydie, Andy Williams, Dion, and Patti Page; Capitol for Bobby Darin, and Decca for Nelson. When it was believed that Fats Domino would leave Imperial — which he did not—offers at the rate of \$50,000 yearly guarantees were common.

It isn't only pop artists who are getting hot offers to jump labels. Jazz, r.&b. acts, country acts and even classical performers are getting them as well.

Some companies are compelled to offer big guarantees to insure strong names for the label. The names must not only have a strong track record on singles, but they also must develop into album sellers if they haven't done so already. Club operations also enter the picture since the addition of a potent album artist also strengthens the club picture.

Identical with two introduced in the 87th Congress, H. R. 1046 will duplicate Rep. Celler's old H. R. 70, to repeal the existing exemption for juke box music from payment of performance royalty on music which the House Judiciary Committee Chairman emphatically terms "public performance for profit."

(Continued on page 53)

# 'ALICE' MAKES THE TEEN SCENE!



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# IT'S AWARD TIME ON THE SEASIDE

## Rackers Honor Meader, Cance

## ORMANDY YULE ALBUM WINS GOLD AWARD

## Alton Writers in BMI Sweep

NEW YORK—The National Association of Record Merchandisers (NARM) will present a special award to Vaughn Meader, as the Best Selling Comedy Artist of All Time on racks, and another to Cance Records, for the Best Selling Comedy Album of All Time on racks, at the 1983 NARM Convention in San Francisco in March.

According to Jules Malamud, executive secretary of the organization, NARM members sold 1,253,300 copies of the "First Family" album in 20,000 retail outlets in supermarkets, variety stores, drugstores, department stores and discount houses and service PX's. Figures obtained from its membership add up to more than 25 per cent of all LP's sold on the Meader LP.

The NARM awards will be given at a special banquet to be held at the NARM convention at the San Francisco Fairmount Hotel on March 6. Nominees for the regular NARM Awards for 1982 are as follows:

**NOMINEES**  
**BEST 1982 NARM AWARDS**  
**BEST SELLING HIT SINGLE**  
 1. "I Can't Stop Loving You" — Ray Charles, ABC-Paramount  
 Return to Sender — Elvis Presley, RCA Victor  
 Rats Are Red — Bob Dylan, The Twisted — Chubby Checker, Parkway  
**BEST SELLING MONOULAR LP**  
 Other than the "Folk Singer—Alto, Cadeaux  
 My Son, the "Folk Singer—Alto, Cadeaux  
 Modern Sounds in Country & Western Music — Ray Charles, ABC-Paramount  
 Peter, Paul & Mary—Peter, Paul and Mary, Warner Bros.  
 West Side Story, Sound Track—Columbia  
**BEST SELLING STEREO LP**  
 Ray Charles—Ray Charles, RCA Victor  
 Breakfast at Tiffany's — Henry Mancini, RCA Victor  
 Modern Sounds in Country & Western Music — Ray Charles, ABC-Paramount  
**BEST SELLING STEREO LP**  
 Steve N.Y.M. — Enoch Light, Command

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Bill Vending	60
Buyers & Sellers	50
Classified Mart	50

West Side Story, Sound Track—Columbia

**BEST SELLING MONOULAR LP**  
 Ray Charles—Ray Charles, ABC-Paramount  
 Elvis Presley—Capitol and Republic  
 Ray Charles—ABC-Paramount and Atlantic

**BEST SELLING FEMALE VOCALIST**  
 Brenda Lee—Decca  
 Sherry Faber—MGM  
 Janis Joplin—Vanguard

**BEST PROMISING MALE VOCALIST**  
 Bobby Darin—Capitol  
 George Michael—Epic  
 Robert Goulet—Columbia

**BEST PROMISING FEMALE VOCALIST**  
 Dee Dee Sharp—Cameo  
 Tammi Terrell—Warner Bros.  
 Mary Wells—Motown  
 Shelby Faber—Capitol

**BEST SELLING GROUP**  
 The Kingston Trio—Capitol  
 The Lettermen—Capitol  
 The Limitations—RCA Victor  
 Peter, Paul and Mary—Warner Bros.

**BEST SELLING COMEDY RECORDING ARTIST** (Other than Vaughn Meader)  
 Alan Sherman—Warner Bros.  
 Bill Dana (Uncle Mose)—Kapp  
 Bob Newhart—Warner Bros.  
 Jerry Seinfeld—J&R

**BEST SELLING CHILDREN'S LINE**  
 Colgems  
 Disneyland  
 Golden  
 Pickwick International  
 United Artists

**BEST SELLING ORCHESTRA**  
 Ray Charles—ABC Victor  
 Enoch Light—Command  
 Sherry Faber—MGM  
 Lawrence Welk—Dolby  
 S. Zisler—Arista

**BEST SELLING ECONOMY PRICE PRODUCT** (Under \$1 retail)  
 Sherry Faber—MGM  
 Chubby Checker—Command  
 Pickwick International  
 Premier Albums

**BEST SELLING ECONOMY PRICE PRODUCT** (Over \$1 retail)  
 Ray Charles—ABC Victor  
 Richmond—London  
 Hugh Masek—Mercury

## Diamond Records Sets EMI as Its Masters Distributor

NEW YORK—Diamond Records has set worldwide distribution of its masters with EMI. The British firm will handle Diamond product for all areas of the world with the exception of the U. S. and Canada. Compo, Ltd. handles the label in Canada. Deal was finalized between Joe Kolsky of Diamond and Roland Rennie of EMI. Label currently has a smash hit with Johnny Thunders' "Loop De Loop" this week. For each seven bought, one will be offered free to distributors, dealers and racks.

## SMOKE CLEARS—AND COLLINS ISN'T FIRED

PHOENIX, Ariz.—After several weeks of suspense, the board of directors of the National Association of Broadcasters decided this week to set a new three-year contract with LeRoy Collins as president of the NAB. Collins, 42, has been under fire from many NAB members for his proposal that the NAB Text be rewritten to prohibit advertising and especially at minors. The NAB Board meeting also approved further study of the relationship between advertising and young people prior to acting on the Collins recommendation.

## ORMANDY YULE ALBUM WINS GOLD AWARD

NEW YORK—Columbia Records has awarded a gold record to Eugene Ormandy and the Philadelphia Orchestra for the Christmas album, "The Glorious Sound of Christmas." Released last October, the album became one of the fastest-selling classical sets in history, with sales in excess of \$1 million prior to Christmas, as certified by the Record Industry Association of America (RIAA).

This marks the first gold record award ever made to a major symphony orchestra and its conductor, according to Schuyler Chapin, Columbia Mastersworks & R. head. Chapin added that the Philadelphia sold over 1 million albums in 1982.

## LATE SINGLE SPOTLIGHTS

### Pop

**ROY ORBISON**  
**IN DREAMS** (Acuff-Rose, BMI) (2-46)—SHAHDAROB (Comblane BMI) (2-33)—Two powerful sides for Orbison. Both are good ballads, lushly arranged, with Orbison handling both an all-stops-out reading. "First up is much in the style of his earlier hits; flip has a Near East flavor. Watch 'em. Monument 806

**BOB B. SOXX**  
**WHY DO LOVERS BREAK EACH OTHER'S HEART** (January, BMI) (2-30)—Strong follow-up was here for the new group. It got a solid dance beat with a fine sound from the guy and his gal friends. It's bright and should please the teeners plenty. Flip is "Dr. Kaplan's Office" (Mother Bertha, BMI) (2-38). Philly 110

## ROSA Next Meeting At Chi, February 22

NEW YORK—The Record One-Stop Association (ROSA) will hold its next meeting at the swank Sheraton Chicago Hotel, February 21-22. ROSA President Periman said there will be a close meeting for members only, on Thursday (21) with the Friday meeting thrown open to manufacturers as well. The latter session will start with breakfast.

## Chudd Signs Preston

HOLLYWOOD—Lew Chudd last week signed Johnny Preston to an exclusive recording contract with Imperial Records. Preston formerly recorded for Mercury, where "Running Bear" was among his strongest chart hits. Imperial's Chuddy's sole Billboard the Preston agreement is for three years.

## 'Operation Airwaves' Set As Smash January Theme

CHICAGO—"Operation Airwaves" is the theme of Smash Records' new January album release and sales plan. Firm held a sales meeting in Chicago January 11. All of the firm's regional sales force were present. Charlie Fach, president, presided.

The new sales plan follows in the footsteps of the label's fall sales plan, which recorded radio advertising to strong results. Program covers the firm's new Smash and Fontana LP's for January, and spots a special 10 per cent discount plan, plus

## Alton Writers in BMI Sweep

NEW YORK—Alton Music and five of its writers dominate the annual song hit awards of Broadcast Music, Inc., for the second year in a row. The awards will be presented to writers and publishers at BMI's annual awards banquet Wednesday (23) at the Hotel Pierre here.

Alton will receive 10 awards, thus leading the publisher ranks. In second place is Jobete Music, publishing affiliate of the Tamla-Motown operation in Detroit, with five awards. Four Star Sales of Hollywood and Pamper Music of Goodlettsville, Tenn., each will take down three awards. Eight other publishers received two awards each.

Leading writers with four awards each were Alton's Carole King and Howard Greenfield, and Sheldoen of Philadelphia. Winners of three awards each were Gerry Goffin (husband and frequent writing teammate of Miss King) and Barry Mann, both of Alton, and Hank Cochran, who is also an exec of Pamper Music. Sam Cooke, Frank Guida, Hank Hunter, Bill Robinson, Cindy Walker and Neil Sedaka are each of two award winners. Sedaka is the fifth Alton-affiliated writer to be named for awards.

## Liberty to Set Branch In N. Y.

NEW YORK—Liberty Records is getting ready to set up its own branch operation in New York City, which has been opening its own branches in a number of key markets, feels that it is important to have its own set-up in New York. According to Don Bohanan, sales exec with the label, "Malverne has done an excellent job for us here, and we need a distributor. But we have our own set-up in New York. We start its own operation in March 1.

## BIG BOSSA TUNE SOLD BY PARIS

NEW YORK—One of the current important bossa nova tunes, "Recado," was sold last week by Duke Niles' Paris Music to Lee Eastman's Rytyov Music firm. Sale price was reported to be \$15,000. Tune, penned by Djalma Ferreira and Luiz Antonio, was one of the most widely recorded songs during the current bossa nova craze.

## UA Winds Up Kid Marketing Test

NEW YORK—The United Artists label has completed its six-month test-marketing period for kiddie albums and says it has moved 1 million of its Tale Spinners albums. The sets were introduced last July at \$9 cents. There were 10 albums in the original release.

Art Talmadge, UA prexy, also noted that five new titles have been added to the line to tie in with the 1983 Jamboe sales program. It was also revealed that UA has added kiddie disks to the regular line, apart from the Tale Spinner series. These albums are being produced by Frank Luther.

The great majority of material in the Tale Spinner line was moved in racks but much credit for the 1 million figure was credited to a dealer incentive program, which saw dealers placing Tale Spinner racks in neighboring non-music stores. A new and improved rack has been devised for display and sale of the Tale Spinner series. A reader browser box will be continued.

## JUDY HOLLIDAY CASTER TO WB

HOLLYWOOD—Warner Bros. Records has lauded the original-cast rights to the forthcoming Broadway musical, "Hot Shot" which will open in New York and open in New York in the spring.

Each distributor is provided with a radio advertising budget, and all additional contribution from Smash based on distributor orders. Firm is offering a special functional rebate on the key album on the new release, "Bill Justis' new album of 12 instrumental hits.

In addition to Fach, regional men Doug Moody, Jay Swain, Alan Mink were also present. Mink was Mercury brass Ivy Green and Irwin Steinberg.

# CBS French Distrib Takes Bow Officially

By EDDIE ADAMIS

PARIS — On February 1 a cocktail party given by Le Doyen will mark officially the merger of CBS Records with the French company, Art, Technique et Commerce (ARTECO), which will handle exclusive distribution of the American label throughout France.

Present at this shindig, representing CBS, will be Goddard Lieberman, president; Harvey Schein, vice-president, international; Peter de Rougemont, vice-president European operations; Stanley West, co-ordinator, European operations; Nat Shapiro, director a.e.r., international; Michel Vermette, manager, promotion and merchandising, and other high CBS executives.

On the ARTECO side, Bernard L. Taylor, president; Serge Beutler, manager of merchandising, and Pat Amore, manager of CBS Records France.

International names artists such as Ingrid Bergman, Ray Conniff, Robert, Gaby and Jean Casadesu will also be present. This occasion, every guest will be presented with a pro-

motional LP containing excerpts of recordings by international CBS talent. This promotional LP spearheads the first releases of recordings by Ray Conniff, Duke Ellington, Louis Armstrong, Dave Brubeck, Percy Faith, and others. February 15 also marks the first release of classical recordings by such artists as Vladimir Horowitz, Eugene Ormandy, Philippe Entremont, Igor Stravinsky, Isaac Stern, Robert and Gaby Casadesu, Bruno Walter, Rudolf Serkin and Leonard Bernstein.

Besides the marketing and the promotion of the international repertoire of the CBS catalogs emanating from U. S., South America and Europe, one of the most important events will perhaps be the development of a French roster of artists who will be recorded locally not only for France but also for the rest of the world.

ROY ORBISON has another big one in "The Dreamer." His latest Monogram release, "Behind the emerald song" style is such solid hits as "Only the Lonely," "Crying," "Run Run Run," "Dream Baby," "Candy Man," "Blue Angel," "I'm Hanging" and "The Crow." (Advertisement)

## ASCAP WINS

### Supreme Court Won't Hear Stations' Plea

WASHINGTON — The Supreme Court has refused to hear the argument of television broadcasters who want a clearance-of-the-source license for music in film product used on television. A broadcast committee headed by Hamilton Shea has filed a motion with the Supreme Court, seeking to transfer the case to the Circuit Court of Appeals in New York City.

On the grounds that it has no jurisdiction in the matter, the High Court upheld the earlier refusal of Federal District Judge Sylvester J. Ryan of New York to permit a demand for this type of music license from the American Society of Composers, Authors & Publishers for use of its music on television. Under such a license, the producer of a filmed program would get his own music license, and individual stations would need license only to use ASCAP music originating at the station level.

Judge Ryan said the federal district court did not have the power to fix a fee for the kind of licenses requested by the TV stations. Challenges to ASCAP fees are made in the New York court under the terms of the Society's consent decree, which was entered into in 1941 and has been amended in 1950 and

1960. TV broadcasters say they paid approximately \$19 million last year in ASCAP fees, which are based on a percentage of station revenue.

Supreme Court Justice Black dissented from the High Court majority decision. He believed the court should hear the appeal of the more than 300 TV broadcasters and decide on the question of the Supreme Court's jurisdiction in the case.

The television stations' appeal was based on the fact that under the consent decree entered into with the Department of Justice, ASCAP is required to maintain fair competitive standards for its licensees for the use of music by more than 6,000 writers and 2,000 publishers in the organization. Judge Ryan also included the decree when he said he was not empowered to set fees under a type of license not covered in the decree terms.

TV broadcasters told the High Court that ASCAP "splits" the music-recording rights, relinquishes some of the recording right to the original producer of film or tape, and retains the right to TV performance of the recorded music. They claim that the splitting practice plus "restrictive agreements" is in restraint of competition.

## Cicatti's Dream True

NEW YORK — The Dreamers, a vocal quartet hailing from Yonkers, New York, are featured in their first Colpix release, "Rebecca of York." The group recently on an exclusive contract on the strength of a master submitted by their manager, Lew Cicatti.

## Boris Morros Dies

NEW YORK — Boris Morros, motion picture producer, died in New York City January 8 after a long illness. He was 73. Morros was associated with the film industry for many years as a musical director, and was the founder of ARA Records. For a decade, Morros was involved in Russian espionage, while serving as a counter-spy for the FBI.

## Laganella to Free Lance

PHILADELPHIA — Chic Laganella, for the past four years art director of Chancellor Records, is leaving the firm January 15 to free lance. He will continue to design Chancellor album covers and other art

items on an independent-contractor basis.

## Rush Chamberlain LP

NEW YORK — MGM Records is rushing copies of "Richard Chamberlain Sings," the first album by the actor who portrays Travis "Dr. Killdeer" to record shops, following Chamberlain's singing of "Hi-Lili, Hi-Lo" during an episode seen this month on the TV series. The song is included in the album, Chamberlain's singles of the "Dr. Killdeer" theme and "Love Me Tender" were the hits for a number of weeks.

## Merc Names Wolfson

CHICAGO — Herbert Wolfson has been named director of financial analyses and budgets by Mercury Records, in a number of changes and additions in the company's business staff. Appointed director of sales administration is Paul Dudas, who will continue to act as chief liaison for branch administration.

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## Atlantic Keeps on Adding A&R Men: New Aiff Mardin

NEW YORK — Atlantic Records continues to add new a.e.r. people and seek product from sources outside the company.

The label has taken on Aiff Mardin as an assistant to album chief Nehru Erigant. Mardin is a composer and arranger who taught at the Berklee School in Boston prior to joining the label.

New disk material has been obtained from Bob Crewe whose includes sides by Shepherd Sisters and vocalist Van Trevor. Crewe, of course, has had hits by the Four Seasons and Freddie Cannon over the past year. In addition to these production acquisitions, Atlantic has also signed jazz vocalist Nancy Harrow. John Lewis did a.e.r. for the date.

The label is also extremely high on a new singing talent for its pop division. The singer is Barbara Greene, and her first single, "Long Tall Sally" and "Shippin' and Stidin'" is due this week.

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# The 'First Family' Story—WOW!



## Radio One Biggest Factor, Bleyer Says

NEW YORK—"If there was any single thing that put over 'The First Family,' it was radio exposure," said Archie Bleyer last week in a discussion of the Vaughn Meader album.

"In case anyone underestimates the power of radio I can tell him that it is the most important medium of all in exposing not only singles, but albums."

"I say this because when we decided to go ahead with 'The First Family,' we had assurances that we would get it exposed on TV. In fact, we built a lot of our exposure campaign along the lines of TV programming. We didn't think then that radio was the right medium to expose this album. We felt that TV would enable people to see Meader and the rest of the cast and that a segment of, say, a TV variety show could be built around Meader's press conference or any other aspect of the album."

"We were all wrong," said Bleyer. "Radio not only enabled listeners to imagine Meader as President Kennedy, but to imagine all of the other people in the cast in their respective roles. We

found the onetime shots we had on TV didn't have nearly the impact of the radio play."

"It wasn't only the stations who normally programmed albums that helped put 'First Family' over," said noted sales chief Bud Dollinger, "but the Top 40 stations as well. We were surprised and pleased to find top 40 stations which never programmed an album before playing tracks from 'First Family' and this got kids as well as adults interested."

"The sales of the album indicate something else," said Dollinger. "For a long time Archie has said that a soft record market is a misnomer. A soft market is one in which the manu-

(Continued on page 8)

## Archie Has a Kind Word For Those Who Blew It

NEW YORK—Archie Bleyer said last week that it was unfair to condemn any of the firms who turned down "The First Family," as a substantial number of companies did.

"When I first heard the album there were only a few demos of some kids and a script outlining the others. A lot of the sketches were unusable; some of them, as far as I was concerned, were not in good taste."

"Before we ever sat down to record the album we went over every single word in every skit. We tossed many ideas out and changed many of them around. We did our best to make sure everything was in unchallengeable taste. The album didn't require hard work by all concerned before we had a workable script."

"When anyone knocks the firms who turned down the album, he's wrong. What they heard was not the material that finally came out on Cadence."

"So they turned it down. Well, I've turned down plenty of hits in my time too. It's not what you turn down that matters but what your track record is at the end of the year. Don't forget, a lot of firms that didn't accept the album have fine rec-

ords. That's what counts in the long run."



HESS

## Cadence LP Smashes Most Marks in History of Disks

By BOB ROLANTZ

NEW YORK—In the history of the phonograph record business there never has been an album that has broken so many records, or set so many new ones as the Cadence LP of "The First Family" with Vaughn Meader and Friends. It has sold more than any other LP ever issued, more than 4,000,000 as of January 10, just about two months after it was first released. It holds all-time records for the number of LP's sold in a day, a week and a month, and it has set new marks at RCA Custom where 2 million were pressed (in three busy weeks), and at Columbia's custom plants, where 1 million were made. Of the 4 million shipped, Cadence billed and shipped 3,600,000, the other 500,000-plus being shipped at no charge as part of the firm's four for 25, or 16 per cent merchandise deal.

That Cadence was able to meet the instantaneous and furious demand for the album—which ran as high as 1 million a week—with in days or even hours of the orders, almost from the time the record started to jet off, is a tribute to the firm's quickly devised and ingenious production schedule.

This schedule was probably the most massive ever attempted in the record business. It is also a tribute to the printing firms, the album fabricators, the pressing plants and the trucking firms who met the intricate, rush production schedules. When it is noted that Cadence, like many other independent record labels, has no pressing facilities of its own, that the demand for "The First Family" album came at the height of the Christmas buying season, the production job accomplished becomes even more extraordinary.

Something else that cannot be overlooked is the role played in "The First Family" story by Cadence distributors, who did a back-breaking job in getting the albums to dealers. The album set all-time marks with every distributor who handled it. Alpha Distributors in New York moved 300,000 "First Family" LP's in 16 wild and woolly days.

### In the Beginning

When Cadence shipped samples of its LP, "The First Family," the week of November 5, Cadence President Archie Bleyer and sales and promotion chief Bud Dollinger felt they had a pretty good album. They thought it would sell at least 100,000, and with luck would double or triple that, which would be a substantial sale for a new and unknown comic named Vaughn Meader. Production manager Bob Mack had placed a pressing order for about 15,000. Because Meader was due to be on the Ed Sullivan Show on Sunday, November 11, Cadence had shipped its New York distributor, Alpha, 100 copies to place in key store windows in Manhattan.

Monday, November 12, was a quiet day at Cadence, the firm's last quiet day for about two months. Tuesday, November 13, Bob Booker, co-producer of "The First Family" set, brought the LP to his old friend



BLEYER

DOLLINGER

Stan Burns at Station WINS in New York. Burns listened to parts of it and then put it on the air immediately and kept playing tracks from the LP during his entire show.

The phones started ringing at Alpha Distributors from dealers wanting copies. Harry Apostelaris of Alpha Distributors called Cadence and ordered 400 sets. Pete Myers of WINS continued to play the album on the station that same day. A little later Bob and Roy on WHN played excerpts. The phones kept jumping at Alpha. Apostelaris excitedly picked up the phone again and called Cadence. This time he ordered 20,000.

### Taking Off

Wednesday morning, November 14, Klavan and Finch started to expose tracks from the album over WNEW. By that afternoon almost every disk jockey in New York was "on" the LP. Alpha's orders that day totaled 20,000. He ordered another 25,000 copies from Cadence.

Thursday, November 15, the "First Family" was the talk of the town. Consumers were clamoring for copies. Alpha ordered another 25,000 for a whopping total of 70,500 in four days.

Cadence execs knew now they had a smash, though they still didn't know how big a smash it was. They had shipped 15,868 copies. Alpha and they were cleaned out and they still owed Alpha \$55,000. And they anticipated that Alpha would ask for another 25,000 the next day.

Alpha ordered 50,000 instead! Here Mack decided he couldn't get enough pressing facilities on one coast to handle the album. He booked a flight to Los Angeles on Sunday, November 18 (the earliest reservation he could obtain) and assigned his assistant, Peter Hess, to fly to Indianapolis to set up pressing, printing and album facilities there. They were both met at the different airports by manufacturers and printers and album people. They both took with them front posters and

progressive proofs of the album covers that they had ordered from their New York printer.

"I wasn't worried about getting pressings in time," Mack said, "or even the albums. It was the four-color covers that concerned me."

### Coast Opens Up

On Friday, November 17, Ralph Story, of KNX in Los Angeles, started to lay on excerpts from the Meader skit. That same day a West Coast dealer called Dollinger and Bleyer in New York and demanded 200 records. When they told him they were clean, he screamed for copies without covers. They refused.

Said Dollinger: "If we did that we would have made it possible for counterfeiters to sell 'First Family' LP's all over the U.S. without covers. We told him he would have his 200 copies Tuesday. He died."

By Monday, November 19, "First Family" records were being pressed all over the country. RCA Victor was making them at Rockaway, N. J.; Indianapolis and Los Angeles. Columbia was pressing in Los Angeles; Bridgeport, Conn., and Pittman, N. J. Capitol was pressing them at its Scranton, Pa., plant; Monarch at its Los Angeles plants; Sonix at Hicksville, L. I.; and All Cities in Roselle, N. J.

Printing was being done of "First Family" covers and liners by Lithograph Corporation of America in Bridgeport, Burford Printing in Indianapolis and Imperial in Hollywood.

And albums were being manufactured by County Box, Modern Album Company and Globe in New York; Modern Album in Terre Haute, Ind., and Hollywood, and Rex-O-Pak and Imperial in Hollywood.

The printing, jacket manufacturers and pressing plants came through "splendidly," according to Mack.

"They gave us unstinting co-operation. Victor had to take its Elvis Presley record of 'Girls, Girls, Girls' off their presses to make 'First Family' LP's and

(Continued on page 8)

MACK



## THE VENTURES SALES ARE SOARING!

CHART POSITION: BILLBOARD\* ■ CASH BOX ■ MUSIC VENDOR\* ■ MUSIC REPORTER\*

(37)

(21)

(39)

(43)

\*See this week's charts for new listing.



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## Billboard Launches Campus Service for Dealers, DJ's

NEW YORK—As part of its continuing research program, based on expanding industry service needs, Billboard this week launched a College Bureau project for record dealers, record programmers at radio-TV stations, juke box operators and recording artists making personal appearances on college campuses.

As outlined by Hal B. Cook, Billboard's publisher, "Campus Cub" reporters at some 50 colleges and universities across the country will form the nucleus of the new project.

Before recording artists appear at a campus concert, Billboard's Campus Club representatives will alert record dealers, radio-TV stations and juke box operators to the time and place recording artists will appear.

Cook pointed out that in addition to alerting the local stations, dealers and operators, the campus representatives would also attend the personal appearance performance and report on reception and attendance for Billboard.

After the concert date, the campus representative will return to local record dealers to determine actual record sales by the artists. In a "dry run" of the project, a Campus Cub at Indiana University learned that one dealer in Bloomington sold 68 albums (50 monoaural and 18 stereo) in the week following the concert appearance of the Linelliers and, because he had been pre-alerted to their concert, had stocked enough Linellier albums to fill demand.

Campus Cub representatives have already been set at 49 universities. Billboard's newest industry service project will be directed by Frank Luppino, who has named David Freed, at the University of California; Paul Koon, Notre Dame; Ray Liverzani, University of Dayton; and Richard Cook, University of Indiana, as the first campus representatives. They will also work closely with campus radio stations and campus newspapers. Each will program or print from Billboard's record popularity charts each week.

## Norm Foley Quits Big 3

NEW YORK—Norman Foley, general professional manager of the Big Three Music Firm, Robins, Ford and Miller, resigned his post Friday (18). His future plans are not yet set. As of now no successor has been named. Foley has been with Big Three for the past 16 years, and is one of the music industry veterans.

# FTC Hits Trust 'Tendency' As Columbia Club Case Opens

• Continued from page 1

questioned whether new artists signed by Columbia aren't lured into the fold, at least in part by the promise of having their material released through the club. He answered that as far as he knew this was the case, even though he did not personally conduct such artist negotiations.

### Matter of Prices

The new witness was William Shockett, treasurer of Malverne Distributors here and Woody Distributors in nearby Newark, N. J. Much of the questioning of Shockett dealt with matters of prices paid by Malverne to manufacturers for LP's and prices charged by the company for dealer purchases.

Over repeated objections by Columbia counsel, the questioning was allowed to proceed when the FTC attorneys outlined the necessity of establishing average or going prices for certain kinds of product within the industry as a basis for the claim that Columbia employs unfair pricing tactics.

It was brought out that Malverne pays \$1.61 for Liberty monoaural records with a \$3.98 list and \$2.01 for stereo LP's with a \$4.98 suggested list. He said the company pays \$1.43 for Cameo-Parkway albums (both mono and stereo) with a suggested list of \$3.98. Verve \$4.98 albums are bought for \$2.06, Shockett said.

In connection with resale to its customers, Shockett said Malverne sells Liberty for \$2.23 and \$2.78 (mono and stereo); Cameo for \$2.16 and Verve for \$2.60 and \$3.10 (for Verve and \$3.98 suggested list product respectively). Malverne customers were outlined as retailers, department stores, one-stops and rack jobbers.

### Billboard Man

Testimony by Billboard Research Director Thomas Noonan dealt with operating procedures involved in preparing record market research information for the industry. J. Stephens Stock, a market research consultant, testified as to methods employed in setting up a statistical "universe" of record dealers—from which the magazine developed its dealer samples—and which is the source of Billboard's market research information.

Noonan continued his testimony on the Billboard research program on the final day of the opening week's hearings.

Acting on behalf of Columbia were house counsel Clive

## Wild Bids Fly

• Continued from page 1

Over the past few weeks, executives from RCA Victor, (Shelby Stone and Bob York), MGM (Jesse Kay) and Warner Bros. (reportedly Mike Maitland), have been out to visit the Anaheim spot to catch the kid in person. Reports are that his appearances are creating the same kind of excitement as Elvis Presley did in the early stages of his career.

Dale not only sings but also plays five instruments. His Del-Tone album "Surfer's Choice" is one of the top sellers in this market as are two of his singles, "Peppermint Man" and "Misery." The Del-Tone label is owned by Dale's father, Jim Mousour.

Davis and Asa Sokolow, Stewart Tobinowitz and Jeanne Sherr, all of the firm of Rosenman, Colin, Kaye, Petschek and

FTC attorneys were Richard Levine, Mel Needelman and Peter J. Dias.

Hearings continued this week.

## The 'First Family Story' Is a Wow

• Continued from page 6

they couldn't turn them over to Columbia or Capitol, for we had those plants locked up, too," he said. "But they came through. "Columbia, with its own Christmas stuff rolling, also made room for us at Bridgeport and Pittman. They were all wonderful."

### No Holidays

Dollinger, Mack and Hess set up an over-all production chart to check every printer, jacket manufacturer and pressing plant in New York, Los Angeles and Indiana, the three production areas. They were on the phone day and night for almost four weeks, including Thanksgiving Day, Saturdays and Sundays.

They lined up trucks to take the finished covers and liners to the jacket manufacturers and the jackets to the pressing plants. They then allocated the completed albums to their 32 distributors.

"You should see our phone bills," said Mack.

"Our distributors were incredibly excited," said Dollinger. "They would send their own trucks to the plants to pick up the finished merchandise. Our Baltimore distributor used to have a truck waiting at the Victor Rockaway plant every day, and so did our Boston distributor."

In New York demand for albums was so great that dealers would come over in their own cars or in taxicabs and help unload the trucks arriving with "First Family" albums at the Alpha warehouse on 10th Avenue. They were billed when they showed the albums into their cars or taxicabs and sped away. The same scene was being enacted in Los Angeles.

By November 23, about 10 days after the record had broken in New York, Cadence had billed and shipped more than 900,000 LP's, excluding the freebies. The firm had shipped more than 135,000 to Alpha in New York. It still owed 150,000 on back order.

### All the Way

As of November 30 the firm had billed and shipped 2,100,000 records, again excluding the freebies which add up to 16 per cent over the top. As of December 7, total billed and shipped was 2,800,000; December 14, 3,200,000; December 21, 3,400,000; December 28, 3,500,000; January 5, 3,585,000; January 10, 3,600,000.

The album is still selling at the rate of about 10,000 a week. Still, shipments have been carefully watched to the extent that right now, according to Dollinger and Mack, they don't believe there are more than 10,000 albums out in the field that might be returned. "Our distributors are clean," says Dollinger, "and we think dealers are, too."

"Just after the album really took off, and Cadence had shipped its first million LP's, a remarkable thing happened with the firm's distributors. It started when the firm's Hartford distributor, Eastern, called to place a large order. "I'm sending Archie a check for \$50,000," said Eastern chief Dick Godlewski. "I'll not pay it now I'll

never catch up, and I know Archie needs it." Several other distributors, almost simultaneously, did the same.

### Distracts Case Through

Although Cadence is a strong, independent label, with a solid credit rating and cash in the bank, the help from distributors was welcomed because of the astronomical sums being laid out by the firm.

From then on the firm called on its distributors to sort something with its orders. Distributors had one order for a direct sale of many of them going out and getting loans on their accounts receivable.

At the height of the frantic demand, Dollinger was receiving impassioned calls from stores, racks and chains. "We had one order for a direct sale of 100,000 LP's at \$2.10 each and turned it down. He told the store to get the local Cadence distributor."

"We turned down all direct sales," said Dollinger, "since we believe in letting our distributors handle all accounts."

Dollinger added that the "First Family" album had created a tremendous development as far as dealers and distributors were concerned.

"In talking to our distributors, we have found that a number of them have got back some accounts that were being serviced by rack jobbers. It seems that when they wanted the "First Family" they found they could get it more quickly from distributors than from the rackers. Distributors say that a number of chains have returned to them and intend to stay with them because of better service."

Could another album ever rise to repeat the fantastic "First Family" story? Dollinger: "I don't know whether there will ever be another that sells so many copies in such a short period of time. But we owe our customers a lot of money and can sell 4 million in a few months, but that it is also possible to produce 4 million and get them to the stores while they're hot."

## Radio Biggest Factor

• Continued from page 6

facturers don't have the product on the market the consumers want. Give them the records they want and they'll buy."


We disagreed with Archie in the past about this, but I think that sales of 'First Family' prove him right."

### ATTENTION

## NASHVILLE!

Comptroller-accountant of a large New York record company moving to Nashville in February. All phases of purchasing, production, control, office management, accounting, taxes and inventory.

Box 466, Billboard, 1564 Broadway, N. Y.

Sure-Fire  
Chart Maker  
**"GREENBACK  
DOLLAR"**  
Merry Melody Singers  
72043  


**2 Sure Fire Hits**

**The Shepherd Sisters**

**DOUBTMENT  
WANT TO CRY**

WHAT MAKES LITTLE GIRLS CRY  
2176

**Van Trevor**

**WANT TO CRY**

Tuesday Girl  
2175

**ATLANTIC RECORDS**

Produced by Bob Crowe

# "How fast is fast from RCA Custom?"



## 11 A.M. PHONE CALL

(To reorder, a phone call to your salesman starts the wheels turning for fast, fast, fast delivery!)



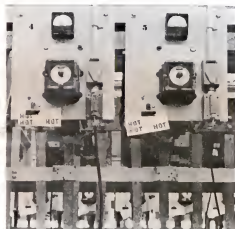
## 11:10 A.M. TELETYPE RECEIVED

(Open teletype at 3 factories, receives order—types it up—complete with invoice carbons.)



## 11:20 A.M. METAL MOLD TO PLANT

(Metal mold of your record is pulled from files.)  
Routing card stamped "hot!"



## 11:30 A.M. METAL MOLD PLATED

(Metal mold is plated with nickel, followed by copper to make metal stamper.)



## 11:30 A.M. LABEL PREPARED

(At same time, labels are printed. We keep your label plate ready to roll.)



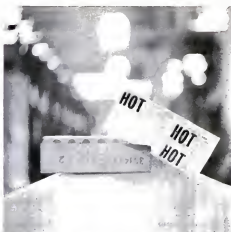
## 2:00 P.M. METAL STAMPER READY

(Electrolytic process completed. Zip! Metal mold and nickel stamper separated.)



## 2:30 P.M. RECORD ON PRESS

(Labels and stampers converge with plastic at press. Presto! A record in a matter of seconds.)



## 4:30 P.M. READY FOR SHIPPING

(Your record is inspected, packaged, boxed in shipping cartons and on its way.)



## NEXT DAY DELIVERY!

(Efficient handling of your initial phone order enables your happy distributors to receive their records the next day!)

In our business as in your business, every second counts! You've got to have fast, efficient delivery of quality records to your customers when they need them! Our operation is streamlined—all the bugs are worked out! When you come to us for anything in recorded sound—you get instant action. Proof? Just give us a call!

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CARNEGIE  
HALL  
RAVE REVIEWS!

Just Released!  
"HARD TRAVELLING"  
an album of  
contemporary  
folklore

Columbia  
Recording  
Stars



Top of the Charts!  
"THE BALLAD  
OF JED  
CLAMPETT"

Grand Ole Opry  
Longtime  
Favorites

ACTING DEBUT!  
SEE

LESTER FLATT and EARL SCRUGGS  
ON

"BEVERLY  
HILLBILLIES"

FEB. 6-CBS

MANAGEMENT:  
FLATT & SCRUGGS SHOW  
Mrs. Earl Scruggs

MADISON, TENNESSEE

PHONE: TW 5-22

Mortho White Mills, located in the heart of Music City, U. S. A., is pleased to salute Lester Flatt and Earl Scruggs for their many successes. From Carnegie Hall to the Grand Ole Opry this talented team has carried the best of country music. Now, as they debut as TV actors on the CBS "Beverly Hillbillies" show Feb. 6, we predict even greater success for Flatt and Scruggs in 1963. It has been our sincere pleasure to sponsor them continuously for ten years on the Opry and on radio and TV stations throughout the Southeast. We salute you—Lester Flatt and Cohen T. Williams, President (The Ole Flour Peddler) Martha White Mills, Inc.

201 DONNA DRIVE

## TALENT TOPICS

### New York

The Clara Ward gospel singers are living pretty high off the hog these days. They soon conclude a stint in Las Vegas, Nev., that has gone 38 weeks and then go on tour with the Jack Benny concert show. With Benny they will play the O'Keefe Center in Toronto for two weeks and then open in this city with the same show at the Ziegfeld Theater

February 25. They also play the Ed Sullivan TV show in March. . . The Chad Mitchell Trio will be presented in concert at Town Hall March 16. . . Crofut and Addins, the folk-singing duo, are pledged to tour with Stan Getz on the West Coast and through college dates for six weeks beginning February 8. The folk-miks also have an album set on Verve. . . Jack Benny returns to New York Stage February 27

## TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for talent, aggressive record dealers and for all others who can benefit from the exposure these record artists in millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

JANUARY 31-27

(All Times Eastern Standard)

TUESDAY 22—JOANIE SOMMERS  
The Warner Bros. stage guests on the Jack Benny show (CBS-TV, 9:30-10 p.m.). Her current W.B. single is "Baby's Bubbles" b/w. "Goodbye Joey."

THURSDAY 24—SAMMY DAVIS JR.  
The Beatles recording artist entertains for most of the hour on the Andy Williams show (ABC-TV, 10-11 p.m.). His new single is "Me and My Shadow" b/w. "Don't Say It."

THURSDAY 24—BENNY GOODMAN  
The music of the veterans bandstand gets great exposure on "The World of Benny Goodman" (NBC-TV, 8:30-9:30 p.m.). Goodman has numerous recordings on many labels including Columbia, Capitol, RCA Victor and MGM.

FRIDAY 25—FLORENCE HENDERSON  
Miss Henderson performs on the Jack Paar show (NBC-TV, 10-11 p.m.). The show has many show albums available on RCA Victor.

SUNDAY 27—NEIL SEDAKA  
RCA Victor's Neil Sedaka appears on the Ed Sullivan show (CBS-TV, 8-9 p.m.). His latest chart single is "Kiss Her on the Angel" and his new LP is titled "Neil Sedaka Sings His Greatest Hits."

SUNDAY 27—PHYLLIS CURTIN, ANDRE KOSTELANETZ  
Phyllis Curtin, one of the new metropolitan area stars, has recordings available on RCA Victor. Andre Kostelanetz has a wealth of albums on the market for the Columbia label.

after an absence of 31 years as star of a one-man show.

### Boston

The Monticello's Ceasar Tammengo has been dickering with Carol Channing and is hopeful of getting her before Pat Page comes in for a March stand. Gordon and Sheila MacRae and Myron Cohen are on the schedule for early appearances. He has already signed the McGuire Sisters for a summer date. . . Decca's Tony Arden is doing nicely at the Surf Lounge in Revere. Orchestra leader Tony Lavelli has been tapped for a TV series that calls for the hero to be an actor-musician.

Columbia brought in Dion this week to publicize his newest record, "Ruby Ann," and did the rounds of deejays. The record firm has promoted Sal Ingeme, former promotion man, its field promotion manager for the East Coast. His Boston spot will be taken over by Russ Blood, a former free-lance promotion operator. . . Dumont Distributors had Freddy Cannon of the Swan label in last week for a round of the radio and TV stations to push his new number, "Come On and Love Me."

CAMERON DEWAR

### Nashville

Monument's talented Roy Orbison is in session at RCA Victor's studios. . . Speaking of Monument, their new offices in Hendersonville near Nashville are second to none in beauty and functionality. . . The interior is sheer, plush and outside of building features attractive design built around a star effect.

Dottie and Bill West, who wrote "Is This Me," are banking on "Jim Reeves" just released rendition to pile up the sales.

## ARTISTS' BIOGRAPHIES

For your programming use have pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.

### SANDY STEWART (Colpix)

HOME TOWN: Philadelphia. EDUCATION: High school. HOBBIES: Knitting, swimming. BACKGROUND: Sandy Stewart started singing lessons when she was 10, and she began working professionally at 14. Her first break came when she was signed for Eddie Fisher's "Coke Time" show in 1955. Miss Stewart moved to New York to finish high school and in 1957 replaced Betty Johnson on Galen Drake's radio show and appeared with him for two years. In 1960, she sang for a season on Garry Moore's morning program and soon began studying dramatics which she has been pursuing for three years. The songstress became a regular on the "Perry Como Show" during the 1961-1962 season. It was on a recent segment of the Como show that Sandy Stewart introduced her current hit single.

LATEST SINGLE: Sandy Stewart's Colpix single of "My Coloring Book" continues to climb on the Hot 100.

LATEST ALBUM: Recently released, her first Colpix LP is titled, of course, "My Coloring Book."

... Flip side is "Missing Angel." Acuff-Rose press excited about new singer Larry Henley, who is getting a heavy promotion push. Acuff-Rose writer extraordinaire John Lendrum, has "far-away look" in his eyes as plans jell for appearances with "Our Man in Nashville" Chet Atkins. . . Tour to include Rome, parts of France, England and other European stops.

Ken Nelson scheduled here January 21 for album session with Ferlin Husky. . . Ken, who will fly in from the coast

for the waxing, is c.w. executive producer for Capitol.

A sparkling pair—Paul and Paula—each late-teeners, winged in from Dallas for date with Mercury. . . They cut an album at Phillips studio, and were followed shortly by Leroy Van Dyke, also a Mercuryite.

New Starday album, "Soldier Sing Me a Song," by Bill Clifton promises to reach beyond the c.w. market. . . Careful re-searching of background material should lend added depth. MARK-CLARK BATES





VANGUARD

RECORDS

AT THE TOP OF ALL CHARTS!

*best selling single in the U.S.*

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B/W "COOL WATER"

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LYNNE TAYLOR  
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45 RPM

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FROM YOUR VANGUARD DISTRIBUTOR

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album!*

# THE ROOFTOP SINGERS

## "WALK RIGHT IN!"

Includes the hit single "WALK RIGHT IN,"  
Hey Boys, Shoes, Houston Special, Tom Cat,  
Cool Water, Somebody Came Home, You Don't  
Know, Stogolee, Rained Five Days, Ham and  
Eggs, Ho Ho Thisaway, Brandy Leave Me Alone  
VRS-9123 mono VSD-2136 stereo

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## THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 26

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard's weekly nationwide surveys.

This Week	Last Week	Title	Composer-Publisher	Weeks on Chart	RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)
10	10	<b>WALK RIGHT IN</b>	By Darling-Brance—Published by Ryerson (BMI)	2	1. <b>WALK RIGHT IN</b> —Monsters, Era 3099; Rooftop Singers, Vanguard 35617.
11	11	<b>HEY PAULA</b>	By Hildebrand—Published by LeBlill-Marbill (BMI)	2	2. <b>HEY PAULA</b> —Paul & Paula, Phillips 40864.
1	1	<b>GO AWAY LITTLE GIRL</b>	By Goffin-King—Published by Aldon (BMI)	8	3. <b>GO AWAY LITTLE GIRL</b> —Steve Lawrence, Columbia 42461.
2	2	<b>TELSTAR</b>	By Meeh—Published by Campbell-Connelly (ASCAP)	10	4. <b>TELSTAR</b> —Tornadoes, London 9261; Margie Singleton, Mercury 72079.
5	5	<b>TELL HIM</b>	By Bert Russell—Published by Mollin (BMI)	6	5. <b>TELL HIM</b> —Exclites, United Artists 244; Ed Townsend, Liberty 55516.
6	6	<b>THE NIGHT HAS A THOUSAND EYES</b>	By Weinstein-Wayne-Garrett—Published by Stein-Mahs (ASCAP)	5	6. <b>THE NIGHT HAS A THOUSAND EYES</b> —Bobby Lee, Liberty 55521.
7	7	<b>TWO LOVERS</b>	By W. Robinson—Published by Jobete (BMI)	6	7. <b>TWO LOVERS</b> —Mary Wells, Motown 1035.
9	9	<b>MY DAD</b>	By Mann-Well—Published by Aldon (BMI)	6	8. <b>MY DAD</b> —Paul Peterson, Columbia 643.
4	4	<b>LIMBO ROCK</b>	By W. E. Strange-Jon Sheldon—Published by Four Star-Twist (BMI)	15	9. <b>LIMBO ROCK</b> —Chubby Checker, Parkway 849; Billy Wells, Twin Hits 2035; Dave Pike, Prunster 242.
19	19	<b>MY COLORING BOOK</b>	By Tibb-Kessler—Published by Sunbeam (BMI)	2	10. <b>MY COLORING BOOK</b> —George Chakiris, Capitol 4492; King Kallie, RCA Victor 8124; Sandy Stewart, Capitol 6491; Barbara Streisand, Columbia 42461.
11	14	<b>IT'S UP TO YOU</b>	By Jerry Fuller—Published by Four Star (BMI)	5	11. <b>IT'S UP TO YOU</b> —Rick Nelson, Imperial 5901.
13	13	<b>UP ON THE ROOF</b>	By Goffin-King—Published by Aldon (BMI)	5	12. <b>UP ON THE ROOF</b> —Drifters, Atlantic 2162.
3	3	<b>HOTEL HAPPINESS</b>	By L. Carr-E. Shuman—Published by Dayben-Manson (ASCAP)	8	13. <b>HOTEL HAPPINESS</b> —Brook Benton, Mercury 73855.
17	17	<b>LOOP DE LOOP</b>	By Vann-Dong—Published by Tobl-Arn & Vann (BMI)	3	14. <b>LOOP DE LOOP</b> —Johnny Thunder, Diamond 128.
15	15	<b>I SAW LINDA YESTERDAY</b>	By Lee-Narwood—Published by Jack (BMI)	4	15. <b>I SAW LINDA YESTERDAY</b> —Dickey Lee, Smash 1719.
8	8	<b>PEPINO THE ITALIAN MOUSE</b>	By Allen-Merrell—Published by Romance-Ding Dong (BMI)	6	16. <b>PEPINO THE ITALIAN MOUSE</b> —Lou Monte, Republic 2016.
20	20	<b>HALF HEAVEN—HALF HEARTACHE</b>	By Schroeder-Gold-Gochring—Published by Aeth (ASCAP)	3	17. <b>HALF HEAVEN—HALF HEARTACHE</b> —Gene Pitney, MCA 1624.
28	28	<b>YOU'VE REALLY GOT A HOLD ON ME</b>	By Robinson—Published by Jobete (BMI)	2	18. <b>YOU'VE REALLY GOT A HOLD ON ME</b> —Miracles, Tamla 54073.
27	27	<b>I'M GONNA BE WARM THIS WINTER</b>	By Hunter-Barber—Published by Merna (ASCAP)	2	19. <b>I'M GONNA BE WARM THIS WINTER</b> —Connie Francis, MGM 13116.
22	22	<b>EVERYBODY LOVES A LOVER</b>	By R. Allen-R. Adair—Published by Keweenaw (ASCAP)	5	20. <b>EVERYBODY LOVES A LOVER</b> —Shirley, Septier 1243.
16	16	<b>ZIP-A-DEE-DOO-DAH</b>	By R. Gilbert-A. Weibel—Published by Jay (ASCAP)	7	21. <b>ZIP-A-DEE-DOO-DAH</b> —Bob B. Soxx & the Blue Zeams, Philco 107.
29	29	<b>DON'T MAKE ME OVER</b>	By David Buchrach—Published by Buchrach-Esc (ASCAP)	3	22. <b>DON'T MAKE ME OVER</b> —Dorothy, Septier 1279.
21	21	<b>BOBBY'S GIRL</b>	By Hoffman-Krein—Published by A.M.E. (BMI)	12	23. <b>BOBBY'S GIRL</b> —Marie Blane, Seville 130.
24	24	<b>REMEMBER THEN</b>	By Powers-Rose—Published by Maurcen (BMI)	2	24. <b>REMEMBER THEN</b> —Earl, Old Town 1138.
12	12	<b>BIG GIRLS DON'T CRY</b>	By B. Crews-B. Gordin—Published by Bobob (ASCAP)	14	25. <b>BIG GIRLS DON'T CRY</b> —Four Seasons, Vee Jay 448; David Carroll, Mercury 72070.
25	25	<b>SHUTTERS AND BOARDS</b>	By Murphy-Turner—Published by Camp & Cayton (BMI)	4	26. <b>SHUTTERS AND BOARDS</b> —Jerry Wallace, Challenge 9171.
27	27	<b>FROM A JACK TO A KING</b>	By Miller—Published by Dandelion (BMI)	1	27. <b>FROM A JACK TO A KING</b> —Ned Miller, Faber 114.
28	28	<b>CINNAMON CINDER</b>	By Regan—Published by Algonc (BMI)	1	28. <b>CINNAMON CINDER</b> —Kings, Warner Bros. 5324; Patti LaBelle, Zet 102.
29	29	<b>LITTLE TOWN FLIRT</b>	By Shannon-McKenzie—Published by Vicki-McLaughlin (BMI)	1	29. <b>LITTLE TOWN FLIRT</b> —Del Shannon, Big Top 3131.
23	23	<b>RETURN TO SENDER</b>	By O. Gilbert-W. Scott—Published by Prekey (BMI)	14	30. <b>RETURN TO SENDER</b> —Elvis Presley, RCA Victor 8190.

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## COUNTRY MUSIC

Discord

## HOT COUNTRY SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 1/26	Weeks on Chart
1	2	DON'T LET ME CROSS OVER Carl Butler, Columbia 42573	8	
2	1	BALLAD OF JED CLAMPETT Lester Flatt & Earl Scruggs, Columbia 42606	8	
3	3	RUBY ANN Marty Robbins, Columbia 4251	8	
4	8	SECOND HAND ROSE Ray Drusky, Decca 31443	6	
5	7	DOES HE MEAN THAT MUCH TO YOU? Eddie Arnold, RCA Victor 8107	6	
6	6	SING A LITTLE SONG OF HEARTACHE Rose Maddox, Capitol 4845	12	
7	17	I TAKE THE CHANCE David Aschworth, Hickory 1167	5	
8	14	I'VE ENJOYED AS MUCH OF THIS AS I CAN STAND Porter Wagoner, RCA Victor 8105	8	
9	5	A GIRL I USED TO KNOW George Jones & the Jones Boys, United Artists 500	17	
10	15	T FOR TEXAS Grandpa Jones, Decca 4251	7	
11	11	HELLO TROUBLE Orville Couch, Vee Jay 470	10	
12	16	YOU'RE FOR ME Scott Owens, Capitol 4872	5	
13	12	BAYOU TALK Jimmy "D" Newman, Decca 31440	5	
14	13	MAMA SANG A SONG Bill Gray, Decca 4251	27	
15	4	I'VE BEEN EVERYWHERE Hank Snow, RCA Victor 8072	20	
16	25	END OF THE WORLD Stacy Lunsford, RCA Victor 8105	2	
17	10	DOWN BY THE RIVER Foren Young, Capitol 4848	6	
18	1	I WANNA GO HOME Billy Graham, Decca 31449	2	
19	18	BLACK CLOUD Leroy Van Dyke, Mercury 72057	5	
20	19	A STRANGER WAS HERE Dwight Dyer, Mercury 42019	3	
21	9	WALL TO WALL LOVE Bob Gellion, Hickory 1161	12	
22	23	CAN'T HANG UP THE PHONE Stacy Lunsford, RCA Victor 8105	2	
23	20	FROM A JACK TO A KING Ned Miller, Folk 114	5	
24	24	WE MISSED YOU Leroy Van Dyke 31423	12	
25	25	KENTUCKY MEANS PARADISE John Campbell & the Green River Boys, Capitol 4867	5	
26	27	HOUSE DOWN THE BLOCK Rock Owens, Capitol 4872	3	
27	24	I'VE GOT THE WORLD BY THE TAIL Claude King, Columbia 42650	4	
28	28	BETTER TIMES A COMIN' July Ann, United Artists 519	3	
29	29	MY SECRET July Ann, United Artists 519	1	
30	21	IN THIS VERY SAME ROOM George Hamilton IV, RCA Victor 8118	2	

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

"I read your column with much interest, as we program for hours of country music six days a week with our 5,000 watts," typewrites Byron Thomas, vice-president and general manager of WYAL, Scotland Neck, N. C. "Country music is here to stay," continues Thomas, "but it makes my blood boil to hear a deejay using slang language and 'talking down' to the country and western listeners. Any deejay who talks down his listeners not only should be fired at once but should be bugy-whipped. I received by training in country music from the best boys who is now the best c.w. deejay in America. His name is Tom Reeder at WARI, Abbeville, Ala. Some of these guys wearing the title of c.w. deejay need to take a few hints from Tom. Please tell the deejays to shoot c.w. dislikes this way."

If you failed to receive a copy of Claude King's new Columbia release, "I've Got The World By The Tail," drop a request on your station letterhead to Tillman Franks at 604 Com-

mercial Building, Shreveport, La. . . Bill Boyer, now assistant in the deejay roll for WFNC, Fayetteville, N. C., where he's heard 2 to 3 p.m. and 5 to 8 p.m., daily, and 8 a.m. Sundays. . . Bill Demjan has resigned as program director at WEIR, Weldon, Va., to become assistant PD at WJAS, Pittsburgh. He will be succeeded at WEIR by Tom Walters, formerly chief announcer at the station. . . Mary Murphy, record librarian at WYAL, Scotland Neck, N. C., reports that she has received a copy for a record by Jim Reeves, which she doesn't have or don't remember having heard. The record is "My Little Golden Dream," said to be an oldie. "If such a record is in existence," writes Mary, "we would like very much to have a copy."

"We have been on the air since November 3, 1962," writes Lee Anderson, of KWVG, Pensacola, Tex., "but are having a terrible time getting service from the record companies. I don't

(Continued on page 19)

## COUNTRY MUSIC CORNER

By BILL SACHS

Johnny Cash and the Tennessee Three, George Jones and the Jones Boys, Grandpa Jones, June Carter, Johnny Western, George Riddle and Gordon Terry have been signed for a Memphis tour by Harry (Hap) Peebles, Wichita, Kan., promoter. Cities to be visited are Salina, Kan., January 19; Kansas City, Mo., 20; Sioux Falls, S. D., 21; Sioux Falls, S. D., 22; Lincoln, Neb., 23; Omaha, Neb., 24; Topeka, Kan., 25; Wichita, Kan., 26, and the KRNT Theater, Des Moines, Ia., working with Smokey Smith, 27. . . Robert E. Frick, of R.E.P. Records, Indiana, Pa., is scanning the country field for single and instrumental talent to record for his label. . . New recording facilities at the Goletz Studio, boasting "a new sound for country music," bowed recently at 5501 W. Mexican Street, Denver 17.

Some 5,000 loyal followers of country music took in the New Year's Day show at Memorial Auditorium, Sacramento, Calif., sponsored by KRAK and featuring such names as Johnny Cash, Hank Snow, Wanda Jackson, Bobby Bare, Ned Miller, June Carter, the Collins Kids, Ole Louie, Okie Paul Westmoreland, the Rainbow Ranch Boys, and the Tennessee Three. KRAK's Dick Hays and Steve Francis emceed the proceedings. The reaction was such that the KRAK management decided another country music spectacular for Memorial Auditorium January 16, highlighting "Grand Ole Opry" artists Maudie Pearl, George Jones, Wanda Jackson, Ray Price, Claude King, Carl Smith and Red Sovine.

Marvin L. Hoerner is augmenting his regular deejay activities with a bi-monthly country music column in a widely circulated Northern Illinois newspaper. He invites artists to send him news on their activities together with glossy photos. He is also interested in receiving information on



CURTIS ARTIST PRODUCTION'S toppers, Hal Smith, left, and Jimmy Kay, right, welcome Haze Jones to their firm in Goodlettsville, Tenn. Jones will be active in all phases of the business. Jones is a native of Columbia, Tenn.

country talent slated for tours through Northern Illinois, Eastern Iowa, Southern Michigan and Western Indiana for use in his column. . . Cincinnati country singer Jay Jackson, currently sporting a new bluegrass release on the Rocket label, "My Home in Old Kentucky," b.w. "Memories of Love," both of which he penned himself, appeared as guest on Grant Turner's "Mr. D. J. U. S. A." on WSM, Nashville, recently. Mr. D. J. U. S. A. on the occasion was Ivy Hillis, of Station WSM, Sparta, Tenn.

Country rag-dinner Del Wood is in Room 605, Mid-State Hospital, Nashville, for a check-up. May be confined several weeks. Drop her a cheery note. . . Also hospitalized is country singer Danny Harrison, who entered Memorial Hospital, Man, Va., January 15, to undergo surgery for a rupture. He'll be in about a week. . . Ray Price and wife and young son stopped off in Kingsville, Tex., the other day for a visit with his friends on the mighty Kinkadee (3,000,000 acres). Neal Merritt, PD at KOPY Radio, Alice, Tex., made the trip to Kingsville to spend the day with the Prices and Neal reports they had a ball.

Latest bookings by Otto DeVine, talent manager of WSM's "Grand Ole Opry," stack up as follows: Flatt and Scruggs, Max Meadows, Va., January 22; Hendersonville, N. C., 23; Union, S. C., 24; Easley, S. C., 25; Tracey City, Tenn., February 13; Fountain Heights, Tenn., 14; Ferlie Hensky, Macon, Ga., January 26; San Antonio, February 7-17; Skeeter Davis, Macon, Ga., January 26; Carl Butler, Birmingham, Ala., January 26; Oklahoma City, February 9; Odessa, Tex., 10; the Willis Brothers (Hank, Pearl, and Ray), Fort Worth, January 25-February 3; Springbean, Savannah, Ga., January 30; Miami, 31; Bill Monroe, Cincinnati, February 13; Jimmy Newman, Birmingham, Ala., January 26; Hank Snow, Charleston, S. C., January 25; Charlotte, N. C., 26; Fort Tucker, N. C., 27; Justin Tubb, Seacouver, N. J., February 22; Jackson, La., 23; New Melander, Conn., 24; Billy Walker, Margie Bowes and the Wilburn Brothers, Rockford, Ill., January 30; Troyman, Fort Lauderdale Brothers, Lenoir, N. C., January 26; Savannah, Ga., 30; Miami, 31; Loretta Lynn, Winnipeg, Man., January 30; Estevan, Sask., 31.

The regional network seg, "The Arthur Smith Show," is

currently playing in 11 major Southeastern markets, and a p.a. schedule has been arranged for the group that will take it through the Southeast. Until he made his first trip at Spartanburg, S. C., last Thursday (17), and followed with Charleston, S. C., Saturday (19). Upcoming dates include Greenville, S. C., January 24; Gastonia, N. C., 25; High Point, N. C., 26; Hickory, N. C., 31; Mount Airy, N. C., February 2; Cheraw, S. C., 9; Atlanta, Ga., 16; Kingstree, S. C., 22; Erwin, Tenn., 23; Norfolk, Va., March 9; Knoxville, Tenn., 14. On the tour, Arthur Smith is promoting two new albums, "Arthur (Guitar Boogie)" Smith Goes to Town" (Starday), and "Arthur Smith's Guitar With Voices" (ABC-Paramount), as well as his new Starway single, "Happily Blue" b.w. "Philadelphia Guitar."

## Getting Action

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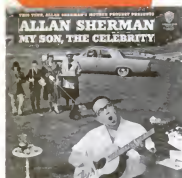


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# ABC-PARAMOUNT



# HOT R&B SINGLES

Week	Last	Title, Artist, Label & No.	By special survey for week ending 1/26	Weeks on Chart
1	1	TWO LOVERS Mary Wells, Motown 1053	8	
2	6	YOU'RE REALLY GOT A HOLD ON ME Alviné, Tami 5473	5	
3	3	HOT HAPPINESS Brook Benton, Mercury 72053	8	
4	4	RELEASE ME "Little Esther" Phillips, Epic 3555	12	
5	11	DON'T MAKE ME OVER Dionne Warwick, Scepter 1239	3	
6	18	UP ON THE ROOF Delfonics, Atlantic 2104	8	
7	2	YOU ARE MY SUNSHINE Ray Charles, ABC-Paramount 10375	8	
8	9	THAT'S THE WAY LOVE IS Bobby Blue, Duke 344	2	
9	30	LOOP DE LOOP Johnny Thunder, Diamond 129	2	
10	5	TELSTAR Tornadoes, London 9581	6	
11	10	LIMBO ROCK Chubby Checker, Parkway 849	11	
12	13	TELL HIM Earl, London Artists 844	6	
13	19	SEE SEE RIDER Lo Van Baker, Atlantic 2147	7	
14	14	STRANGE I KNOW Arlene, Tami 54072	5	
15	12	I SAW LINDA YESTERDAY Dicky Lee, Smash 1791	2	
16	7	ZIP-A-DEE-DO-DAH Ash & Co. and the Blue Jeans, Philips 107	8	
17	8	THE NIGHT HAS A THOUSAND EYES Bobby Vee, Liberty 55521	4	
18	21	CHAINS Coasters, Diamond 1002	9	
19	16	RETURN TO SENDER Elvis Presley, RCA Victor B100	12	
20	15	YOU'RE GONNA NEED ME Barbara Lynn, Jemite 1240	2	
21	23	KEEP YOUR HANDS OFF MY BABY Little Eva, Omenion 1003	10	
22	28	MY BAKER Paul Petersen, Jubilee 663	4	
23	22	BIG GIRLS DON'T CRY Four Seasons, Vee Jay 465	13	
24	—	HE'S SURE THE BOY I LOVE Crystals, Philips 109	1	
25	—	FLAPJACKS George Rains, Class 305	1	
26	24	GO AWAY LITTLE GIRL Steve Lawrence, Columbia 42601	4	
27	—	SHAKE SHERRY Centours, Gordy 7012	1	
28	—	EVERYBODY LOVES A LOVER Shirley, Scepter 1243	4	
29	29	REMEMBER THEN Earl, Old Town 1130	1	
30	—	WALK RIGHT IN Beauff Singer, Vanguard 55017	1	

## DC Show Has Only 5 Exhibit Halls on Tap

WASHINGTON — The seventh Annual Hi Fidelity Music Show will be held here February 8-10, has sold out all but five of its 50 exhibit rooms, according to Teresa S. Rogers, general manager of the show.

Leading manufacturers who will exhibit at the Hotel Shoreham will show include Fisher, Eico, Sonotone, Grundig, Majestic, Dynaco, Harman-Kardon, H. H. Scott, Audio Dynamics, Rek-O-Kut, Benjamin, Tapberg, British Industries, Acoustic Research, Ampex, United Stereo Tapes, Bell Sound, Sony, Marantz, Thorens, Weathers, Viking, J. B. Lansing, Sherwood and others.

The Washington show is produced by Music Productions Inc., of which M. Robert Rogers is board chairman, and Mrs. Rogers is president. An industry committee serves in an advisory capacity to the hi-fi show. Chairman is Charles Lienau. Other members are Gene Rosen, manufacturers' representative, and William C. Shrader, president of Shrader Sound, Inc.

## WITH THE COUNTRY JOCKEYS

Continued from page 15

know why, as we program country music eight hours a day and are located in good country music territory, just 40 miles south of San Antonio. "Working with Lee on the turntables is Jim Springer. The hottest wax in the area at the moment, Anderson reports, is "It For Texas" (Grandpa Jones) and "Ruky Ann" (Marty Robbins). Coming up fast, he says, are "Hello, Trouble," and the new George Jones wax, "Not What I Had in Mind." . . . Jim Thornton has joined the staff of WNOH, Raleigh, N. C., which went on the air last September with an all-country format. Norman Suttles is WNOH manager. Thornton lists diskeries who want exposure on their c/w's, releases to shoot him the sample product to Box 783, Raleigh.

Lee Ross, deejay at KFOX, Fresno, Long Beach, Calif., and writer of such country tunes as "My Shoes Keep Walking Back to You," "Heart-to-Heart Talk," and "Curtain in the Cotton," has a new release on Chancellor Records, "I Let My Feet Do the Walking" b/w, "Acres of Everything Is Love." Platter is reported selling well and getting good air play in the California area. . . . A request on your station letterhead to Tempodisc V Records, Box 832, Nashville, will fetch you a sample of Clyde Beaver's new release on the label, "Still Loving You" b/w "Happy Times." . . . Bob Lunningham, who spins the country wax KRZZ, Farmington, N. M., informs that the hottest platter in the area at the present time is "Too Many Bubbles," by Joe Chelmer on the Cotton. Town Jubilee label. Bob has available samples on Bill Goodwin's new release on the Band box label. Drop him a request on your station letterhead.

## Military Band Profits Go to Culture Center

WASHINGTON — For the first time, recordings of American military marches and patriotic songs by the U. S. Military Service Bands will be released by RCA Victor in April, with normal recording profits going to the National Cultural Center as royalty.

Victor will produce four souvenir albums under the direction of Herman Diaz of the RCA staff. They will have nationally advertised list price of \$3.98 in monaural and \$4.98 in stereo. The Marine Corps, Navy and Air Force bands will record the martial airs previously recorded only by non-military orchestras or foreign military bands.

Proceeds will, it is hoped, help in the fund-raising campaign for the National Cultural Center, which has collected nearly \$1,000,000 in the past five weeks, according to Roger L. Stevens, chairman of the board of trustees.

Carl Haverlin, president of Broadcast Music, Inc.; Herman Kenin, president of the American Federation of Musicians, were especially commended for their assistance on the recording program by Jarold A. Kieffer, secretary-coordinator of the National Cultural Center. Kieffer commended the Office of Public Affairs, Department of Defense and the Military Services for their co-operation in the first service-played recordings of American's marching and patriotic music.

## Indie Producer Ray Ellis Opens Own N. Y. Office

NEW YORK—Veteran A.&R. producer Ray Ellis has opened his own independent production office on West 52d Street here. Since leaving his producer post at RCA Victor last October 1, Ellis has wrapped up several producing deals and is now negotiating for several others, including one which would call for his own label.

Since his departure from Victor, Ellis has produced Kitty Kallen's "Coloring Book" (67 in the Hot 100 this week) and LaVern Baker's "See Rider," which hit the 44 spot this week.

Ellis recently signed a production deal with Reprise, the first result of which is a disk by Kelly Stone, "Nobody in the Whole Wide World" and "Trying to Win Your Love." He has also produced the background arrangements for Columbia Pictures' documentary film, "The Wonders of Dallas."

Meanwhile, a production arrangement for Ellis with Capitol is now under discussion. Negotiations, which are being led to lead to distribution of Ellis' own label with the London group, are also under way.

HOLLYWOOD—Robert L. Franz last week became Capitol's personnel director, replacing the late Ed Bernick, who reported to president Alan Livingston. He will also provide counsel to Capitol's subsidiary firm, Capitol Records Distributing Corporation. Franz moves to the Capitol Tower here after serving personnel director for the firm's Scranton, Pa., plant.

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BOBBY BLAND

Duke #360

DUKE-PEACOCK RECORDS, INC. 2809 E. Peach St., Houston, Texas HO 9-3611

**BREAKING POP!**

"I'M IN LOVE AGAIN" b/w "EVERY NIGHT ABOUT THIS TIME"

By the World Famous UPSETTERS

Little Star #123

\* LITTLE STAR RECORDS, Hollywood, Calif. HO 6-6129

# SINGLES REVIEWS

## BILLBOARD SPOTLIGHT PICKS

Pop single spotlights are those singles with sufficient sales potential, in the opinion of Billboard's review panel, to achieve a listing in the top 50 of Billboard's Hot 100 chart. Spotlight singles in the country music, rhythm and blues categories are selected to achieve a listing on the Country Music or R.B. charts. Spotlight releases in other categories are selected on the basis of their potential to become top sellers in their respective areas.



### POP SPOTLIGHT

#### THE TORNADES

##### RIDIN' THE WIND

(Top-Pop, ASCAP) (2-42) RCA Victor 3137

Remind for this side by delivering the label bring it out even though earlier single by the band group was lowest last week. The rock approach and the solid vocal support and other vocal effects could make this a big selling item. Flip is "The Breeze and I" (Merks, BMI) (2-12).



### POP SPOTLIGHT

#### RICHARD CHAMBERLAIN

##### HI-LILLIE, HI LO

(Rhythm, ASCAP) (2-15) MGM 15121

This side reached number 17 exposure last week as the "Dr. Kildare" song. It's the type of ballad that has scored so well with the star's female fans and it should move fast. Flip is "All I Have to Do Is Dream" (Acuff-Rose, BMI) (2-27).



### POP SPOTLIGHT

#### PAT HERVEY

##### TEARS OF MISERY

(Real-Link, BMI) (2-19)

The Canadian pop's first disk, some months back, was worth a repeat visit to Billboard, and here's her first Nashville-produced disk (by Chet Atkins) and it's even better. Good sound, good material, could go. Flip is "Brother Gee You Spare a Sister" (Grove, ASCAP) (2-18) RCA Victor 8128.



### POP SPOTLIGHT

#### THE TORNADES

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### POP SPOTLIGHT

#### JIMMY ELLEDGE

##### I MISS YOU ALREADY

(Rhythm, BMI) (2-18) RCA Victor 8136

This Martin Newman/Rose Young tune is sung with deep feeling by Jim. It's a weeper in which large chord and string effects back the background. Flip is "You Can Have Me" (DeSilly, BMI) (2-15).



### COUNTRY & WESTERN SPOTLIGHT

#### FARON YOUNG

##### HOW MUCH MUST I HAVE LOVED YOU

(Columbia, BMI) (2-14)

##### THE YELLOW BANDANA

(Alden, BMI) (2-15) Mercury 72085

Two good sides for Young in two different tempi and each can go. First up is a weeper ballad done in falling falsetto. Flip is "You-Max '61 Pass" kind of song tune and it also has a chance.



### POP SPOTLIGHT

#### NEIL SEDAKA

##### ALICE IN WONDERLAND

(Alden, BMI) (2-30) RCA Victor 3137

A mighty smart dirty passed by the chatter and Howard Greenfield could turn out to be one of Sedaka's biggest hits. Solid vocal gimmicks and smart backing make this a really go. Flip is "Circles" (Alden, BMI) (2-30).



### POP SPOTLIGHT

#### THE CHALLENGERS

##### TORQUAY

(Dunbar, BMI) (2-29) Vee-Jay 900

The Challengers have an action album as the West Coast and this single is one of the best tracks from the set. It's got that solid "surf" instrumental beat that comes to strike the idea faster. Flip is "Ballin'" (Dunbar, BMI) (2-11).



### COUNTRY & WESTERN SPOTLIGHT

#### CHARLIE WALKER

##### ONE IN EVERY CROWD

(Merks, BMI) (2-16) Columbia 42649

Here's a fine modern ballad story. It's all about a lad who's lost his girl, but he finds another just like her in every crowd. Good, understandable music with broad appeal. Watch it. Flip is "When's Your Girl Back" (Panzer, BMI) (2-11).



### POP SPOTLIGHT

#### LITTLE EVA

##### LET'S TURKEY TROT

(Alden, BMI) (2-30) Olesonica 1006

A mighty swinging uptempo by the gal, met in the blues framework, featuring a solid vocal and an insistent beat. Strong was for the teen set. Flip is "Down Home" (Alden, BMI) (2-30).



### POP SPOTLIGHT

#### DARWIN

##### THERE OUGHT TO BE A DANCE

(Hoodwink, ASCAP) (2-10) Vee-Jay 619

Here's another powerful side for the teen trade. It's got a strong beat and a clever lyric. The lead sings it with rhythm and good humor and, what with the dance hall building one upon the other, the side should get a good deal of play. Flip is "The Knows" (Hoodwink, ASCAP) (2-12).



### COUNTRY & WESTERN SPOTLIGHT

#### BILL ANDERSON

##### STILL

(Merks, BMI) (2-15)

##### YOU MADE IT EASY

(Merks, BMI) (2-17) Decca 31459

Anderson has sound and set five highly salable efforts here. First up is an attractive ballad, warmly delivered with a chord catch. Flip is a rhythmic cutting, done over good rock and chorus support.



### POP SPOTLIGHT

#### THE DOVELLS

##### SAVE ME, BABY

(Kalmann, ASCAP) (2-10)

##### YOU CAN'T RUN AWAY FROM YOURSELF

(Westwood, BMI) (2-10) Parkway 861

Two fine sides by the Philadelphia group, both of which could take off. Topper is a swinger with a good dance beat that features strong singing and a handsome lyric. Flip has a bright redoubled that the side will with warmth. Watch them both.



### POP SPOTLIGHT

#### THE MAJORS

##### ANYTHING YOU CAN DO

(Berlin, ASCAP) (2-25) Imperial 3914

Here's another version of a pop standard in the slow, medium tempo. It's a good song. It's got a good lyric. It's got a good melody. It's got a good rhythm. It's got a good sound. It's got a good everything. Flip is "What Is the World" (Berlin/Westwood, BMI) (2-25).



### COUNTRY & WESTERN SPOTLIGHT

#### JIMMY JAY

##### FOR BETTER OR WORSE

(Central Songs, BMI) (1-14) Phillips 40087

A good artist who has a way with two fine songs. First is a heart-wrenching ballad about a broken marriage. Flip is a cute weeper style cutting about his gal who goes "Well, you're a Side swing. With her a good chance.



### POP SPOTLIGHT

#### MARCIE BLAINE

##### HOW CAN I TELL HIM?

(Ampetrop, BMI) (1-17)

##### WHAT DOES A GIRL DO?

(Ampetrop, BMI) (2-14) Saville 123

The bass who made it so big with "Baby's Got" could do it again with these fine sides. Side 1 is a twangy tale sung mostly by the female, with backing vocal lines and interesting drumming guitar backing. Side 2 is a bright rhythm tune, handed a good go over male vocal support.



### POP SPOTLIGHT

#### APRIL STEVENS

##### PARADISE

(Folks, ASCAP) (2-18)

##### INDIAN LOVE CALL

(Alden, BMI) (2-14) Alca 4248

A pair of solid cuttings for the legendary duo in the strutting middle-tempo groove that's coming more and more into vogue and which is so popular with the teen set. The standards are hardly the way they were sung by Lata, or Nelson and Joanne, and are geared for lots of play.



### COUNTRY & WESTERN SPOTLIGHT

#### JOHNNY AND JONIE MOSBY

##### DON'T CALL ME FROM A HONKY TONK

(Lampert, BMI) (2-18) Columbia 42648

The new couple have done right well for themselves on earlier sides and this one has great similar good action. It's a warning to a wandering love to call the juke bar joints if he wants to come on home. Persuasive was that should move on. Flip is "The Wrong Side of Town" (Lata, BMI) (2-15).

## SINGLES REVIEW POLICY

Every single sent to Billboard for review is heard by Billboard's review panel, and the album selection is rated within the category of merit. Ratings of only the outstanding singles of the week are published, including all receiving a four-star review or better

on at least one side, thus focusing attention on singles with the greatest sales potential. Full reviews are presented for Spotlight Picks or Special Merch Picks. All four-star singles are listed within their respective categories. Flip sides are rated separately.

(Continued on page 37)

# MIRACLES

*Another Million Seller!*

## YOU'VE REALLY GOT A HOLD ON ME

TAMLA #54073



Billboard

### HOT 100

28

YOU'VE REALLY GOT A  
HOLD ON ME... Miracles,  
Tamla 54073



### Cash Box TOP 100

TOP SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 13, 1963

38

YOU'VE REALLY GOT A  
HOLD ON ME... Miracles,  
Tamla 54073

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## BREAKING NATIONALLY

#16421 **Boss** . . . . . **The Rumlbers**

## BIG HIT SINGLES

#16428 **Afraid / I'll Never Stand In Your Way** . . . . . **Jimmie Rodgers**

#16393 **Matilda** . . . . . **The String-A-Longs**

#16420 **Zero-Zero / Night Theme** . . . . . **Lawrence Welk**

#16425 **Go Home Girl / You're The Reason** . . . . . **Arthur Alexander**

#16423 **Bei Mir Bist Du Schoen / Lida Rose** . . . . . **The Lennon Sisters**

#16407 **Rainbow At Midnight / Rhumba Boogie** . . . . . **Jimmie Rodgers**

#16436 **Release Me / Meditation** . . . . . **Billy Vaughn**

## BREAKING BIG IN LOS ANGELES AREA

#16435 **Vision At The Peace Table / I Saw Me** . . . . . **Wink Martindale**

## NEW RELEASES

#16439 **Meditation / Days Of Wine And Roses** . . . . . **Pat Boone**

#16442 Theme From The TV Series, The Beverly Hillbillies **Ballad Of Jed Clampett / Maid In France** . . . . . **Jo Ann Castle**

## HOT ALBUMS ON DOT

STEREO DLP NO.	MONO DLP NO.	
25497	3497	1962'S GREATEST HITS Billy Vaughn
25481	3481	THE LENNON SISTERS' FAVORITES
25480	3480	STEVE ALLEN PLAYS BOSSA NOVA JAZZ
25475	3475	I LOVE YOU TRULY Pat and Shirley Boone
	3472	STEVE ALLEN'S FUNNY FONE CALLS
25465	3465	THE MILLS BROTHERS SING BEER BARREL POLKA AND OTHER GOLDEN HITS
25463	3463	MATILDA The String-A-Longs
25460	3460	CHEROKEE SWINGS! Keely Smith
25458	3458	A SWINGIN' SAFARI Billy Vaughn
25457	3457	BABY ELEPHANT WALK Lawrence Welk
25453	3453	NO ONE WILL EVER KNOW Jimmie Rodgers
25452	3452	GREAT GOLDEN HITS The Andrews Sisters
25450	3450	GREATEST ORGAN HITS Jerry Burke
25447	3447	THE WRIGHT TOUCH George Wright
25442	3442	THE SHIFTING WHISPERING SANDS Billy Vaughn

STEREO DLP NO.	MONO DLP NO.	
	3437	SO RARE Jimmy Dorsey
25436	3436	GREAT ORGAN THEMES FROM MOVIES & TV Eddie Baxter
25435	3435	ORGAN—SONGS WE LOVE Eddie Baxter
25433	3433	12 GREAT HITS IN RAGTIME Jo Ann Castle
25431	3431	VAUGHN MONROE—HIS GREATEST HITS
25412	3412	MOON RIVER Lawrence Welk
25406	3406	THE ANDREWS SISTERS' GREATEST HITS
25359	3359	CALCUTTA Lawrence Welk
25318	3318	DOUBLE SHUFFLE Lawrence Welk
25292	3292	THE LENNON SISTERS SING 12 GREAT HITS
25249	3249	RAGTIME PIANO GAL Jo Ann Castle
25165	3165	BLUE HAWAII Billy Vaughn
25157	3157	THE MILLS BROTHERS' GREAT HITS
25100	3100	SAIL ALONG, SIL'RY MOON Billy Vaughn
25054	3054	THE TEN COMMANDMENTS Sound Track—Elmer Bernstein
25016	3016	THE GOLDEN INSTRUMENTALS Billy Vaughn



**SEAR PERFORMERS**—Selections registering greatest upward progress this week.

**S** indicates that 45 c.p.m. stereo single version is available.

 Indicates that 321/2 i.p.m. mono single version is available.

 indicates that 33 1/3 r.p.m. stereo single version is available.

WEEK	DATE	TITLE	Artist, Label & Number	WEEK	DATE	TITLE	Artist, Label & Number	WEEK	DATE	TITLE	Artist, Label & Number
★	11 35 71	WALK RIGHT IN	Backshop Bangers, Vampiro 35017	★	65 80	RHYTHM OF THE RAIN	Casadeau, Vestal 0534	★	82	BLAME IT ON THE BOSSA NOVA	Erykah Badu, Columbia 42451
★	10 30 53	HEY PAULA	Little B, Paris, Philips 40041	★	51 71 87	PROUD	Johnny Crawford, Dot 21 4370	★	79 87	WHAT TO DO WITH LAURIE	United Artists 4801
★	1 1 2	GO AWAY LITTLE GIRL	Caroleen, Columbia 42451	★	37 29 22 23	WIGGLE WAGGLE	Jaboune, Columbia-Epic 4801	★	69 70 77	CHICKEN FEED	San Francisco, Epic 4245
★	4 6 10	TELL HIM	Extrusion, United Artists 444	★	52 67 76	WILD WEEKEND	Robson, Jive 4334	★	70 71 73 82	MOLLY	Bobby Goldsboro, Laurie 3548
★	5 7 14	THE NIGHT HAS A THOUSAND EYES	Andy War, Liberty 10551	★	39 22 15 12	YOU ARE MY SUNSHINE	Ray Charles, ABC-Paramount 10279	★	89 92 99	HOW MUCH IS THAT DOGGIE IN THE WINDOW	Barry Manilow, Columbia 4245
★	8 10 11	MY ROAD	Past Palms, Capitol 443	★	---	WALK LIKE A MAN	Four Seasons, Var Per 405	★	72	--- SETTLE DOWN	Peter, Paul and Mary, Warner Bros. 5304
★	7 9 15	TWO LOVERS	Mary Wells, Motown 3505	★	41 33 34 34	TROUBLE IS MY MIDDLE NAME	Robson, Jive 4334	★	---	YOUR USED TO BE	Leanne Rouse, 4 3 85
★	2 2 1	TELSTAR	Terremoto, London 1001	★	42 34 36 37	SEE SEE RIDER	Lovers Blue, Atlantic 1267	★	63 64 57	MY WIFE CANT COOK	Leanne Rouse, 4 3 85
★	12 14 20	IT'S UP TO YOU	Rick Nelson, Imperial 3061	★	40 50 68	SHAKE ME I RATTLE (Squeeze Me I Cry)	Martina Winter, Columbia 4245	★	76 80 90	I WANNA BE AROUND	James McCall, San 797
★	10 6 3	LIMBO ROCK	Chubby Checker, Parkway 3505	★	44 46 52 54	LOVELESS KISS	Frank Stallone, Var Per 477	★	76 72 81	ALL ABOUT MY GIRL	James McCall, San 797
★	13 6 22	UP ON THE ROOF	Definers, Atlantic 1262	★	45 38 40 43	LET'S RIDE AND MAKE UP	Bobby Vinton, Epic 5041	★	85 98	DARKEST STREET IN TOWN	Jimmy Cannon, ABC 3685
★	3 4 6	HOTEL HAPPINESS	Sam Smith, Mercury 73451	★	43 43 44	SOME KINDA FEEL	Carlo Minelli, Monogram 397	★	85 98	POPEYE CANOE	Don Copps, Capson 120
★	16 19 35	LOOP DE LOOP	Johnny Thunder, Diamond 123	★	62 75 98	MAMA OUTLIE	Joe Brothers, Chess 1051	★	80 81	THAT'S THE WAY LOVE IS	Barry Manilow, Columbia 4245
★	14 17 25	I SAW LIMBA YESTERDAY	Limba, San 1991	★	48 35 26 18	CHAINS	Joe Brothers, Chess 1051	★	---	WHAT WILL MARY SAY	Johnny McCall, Columbia 4245
★	15 17 20 29	HALF HEAVEN—HALF HEARTACHE	Gee Finner, Warner 1262	★	49 56 59 61	STRANGE I KNOW	Marvelous, Tama 5073	★	85 96	OATS OF WINE AND ROSES	Michael Biehn, RCA Victor 8120
★	9 5	PEPINO THE ITALIAN MOUSE	Los Mochos, Regency 30106	★	30 18 16	THE LONELY BOLD	Tippine Bros, A & M, 763	★	---	HITCH HIKE	Morris Cize, Tama 5073
★	28 34 46	YOU'RE REALLY GOT TO HOLD ON ME	Melvin, Tama 5073	★	51 53 54 56	THE RAILROAD OF JED CLAMPETT	Jack Kemp, Columbia 4245	★	---	--- THE END OF THE WORLD	Michael Biehn, RCA Victor 8120
★	23 37 39	I'M GONNA BE WARM THIS WINTER	Shelton, Regency 1242	★	52 55 62 64	JAVA	Jack Kemp, RCA Victor 8120	★	85 96	--- WHO STOLE THE BEESHIVE	Michael Biehn, RCA Victor 8120
★	20 21 26	EVERYBODY LOVES A LOVER	Shelton, Regency 1242	★	54 61 66	SHAKA SHERY	Continents, World 7613	★	---	--- BIG WINE WORLD	Early Standalone, Capitol 423
★	15 8 9	ZIP-A-DEE-DOO-OAH	Jack Kemp, RCA Victor 8120	★	66	--- LOVE (Makes the World Go Round)	Continents, World 7613	★	87 88 82 95	JELLY BEARD	Barry F & M, MGM 13514
★	26 28 3	DONT MAKE ME OVER	Melvin, Tama 5073	★	55 60 70 70	CAST YOUR FATE TO THE WINDY	Way Quamlet, Tama 5073	★	98 100	WALK RIGHT IN	Monogram, Reg 3099
★	19 12 4	BOBBY'S GIRL	Melvin, Tama 5073	★	87	--- YOU'RE THE REASON I'M LYING	Bobby Doo, Capitol 1071	★	---	I WILL LIVE MY LIFE FOR YOU	Teop Brownell, Columbia 4245
★	27 38 48	MY COLORING BOOK	Teop Brownell, RCA Victor 8120	★	57 48 48 40	LET'S GO	Robson, Warner Bros. 533	★	91	--- THE SAME OLD HURT	Earl Kent, Dorco 3505
★	25 32 42	REMEMBER THEM	Earl, Old Town 1130	★	75 88	--- PUDNIK 'N' TAIN	Ally Cize, Philips 105	★	94	--- AL O LA	Conce Franchi, MGM 13514
★	32 42 58	MY COLORING BOOK	Teop Brownell, RCA Victor 8120	★	59 31 23 13	RELEASE ME	Ally Cize, Philips 105	★	93 99	LET ME GO THE RIGHT WAY	Conce Franchi, MGM 13514
★	24 24 28	SHUTTERS AND BOARDS	Challenger 1071	★	72 74 79	CALL ON ME	Robson, Warner Bros. 533	★	94	--- FROM THE BOTTOM OF MY HEART	(Damm), Damm, Damm
★	18 11 5	BIG GIRLS DON'T CRY	Four Seasons, Var Per 405	★	61 61 68 75	I'M A WOMAN	Prez Lee, Capitol 4889	★	91	--- AS LONG AS SHE NEEDS ME	Donna Martin, Regency 30114
★	41 51 67	FROM A JACK TO A KING	Ned Miller, Poly 114	★	72 83 91	THE SYMPY CHIE	Leanne Rouse, RCA Victor 8120	★	96	GREENBACK DOLLAR	Kingsley Trio, Capitol 4886
★	36 49 63	CINNAMON CHUNDER	Prez Lee, San 101	★	74 84 92	EVERY DAY I HAVE TO CRY	San Cos, RCA Victor 8120	★	100	--- LOVE TENDER RANGER	Berry Louie, Argo 873
★	42 53 78	LITTLE TOWN FLIRT	Don Shuman, Big Top 103	★	68 79	--- WOULD IT MAKE ANY DIFFERENCE TO YOU	Elmo James, Argo 8438	★	---	--- O-RO-BAR-BE HERE IN YOUR ARMS	Sherron, Cos 174
★	69	--- RUBY BABY	Dino, Columbia 42452	★	---	SHELL NEVER KNOW	---	★	---	--- DO-LA-LI-MBO	Danny and the Jokers, Gryphon 3076
★	40 57 74	HE'S SURE THE BOY I LOVE	Crescent, Cos 174	★	---	---	---	★	---	--- MEDITACAO (Meditation)	---
★	49 66 72	FLY ME TO THE MOON—BOSSA NOVA	Joe Harnish & Osh, Supp 477								
★	34 13 8	RETURN TO SENDER	---								

**HOT 100—A TO Z—(Publisher-Licensee)**

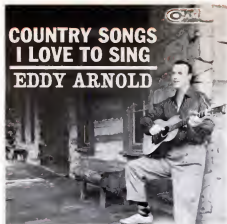
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## BUBBLING UNDER THE HOT 100

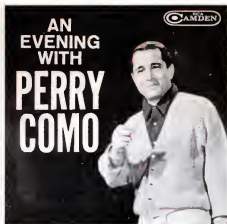


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# BMI

# 11th Annual Citation of Achievement Awards

## 1962

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MANOS HADJIDAKIS

ALLEY CAT—Metorian Music Corp.  
FRANK BJORN

BOBBY'S GIRL  
American Metropolitan Ent. of N.Y.  
GARY KLEIN, HENRY HOFFMAN

BREAKING UP IS HARD TO DO  
Aldon Music, Inc.  
NEIL SEDAKA, HOWARD GREENFIELD

BRING IT ON HOME TO ME  
Kagi Music  
SAM COOKE

CINDY'S BIRTHDAY  
Naravilla Music, Inc.  
JEFF HOOVEN, HAL WIGN

CONSCIENCE—Aldon Music, Inc.  
BARRY MANN, CYNTHIA WEL

CRYING IN THE RAIN  
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HANK COCHRAN

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Aldon Music, Inc.  
GERRY GOFFIN, CAROLE KING

GREEN ONIONS  
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HER ROYAL MAJESTY  
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GERRY GOFFIN, CAROLE KING

HE'S A REBEL—January Music Corp.  
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HEY BABY—LeBill Music  
MARGARET COBB, BRUCE CHANNEL

I CAN'T STOP LOVING YOU  
Acuff-Rose Publications, Inc.  
DON GIBSON

I KNOW—Saturn Music, Inc.;  
41 East Pub. Co.  
BARBARA GEORGE

IT KEEPS ON A-HURTIN'  
Tandridge Music, Inc.  
JOHNNY TILLOTSON

LET ME IN—Arc Music Corp.;  
Kae Williams Music, Inc.  
YVONNE BAKER

LET'S DANCE—Randell Music;  
Sherman-Du Vorzon Music Co.  
JIM LEE

LIE TO ME—Benday Music Corp.  
BROOK BENTON, MARKOE SINGLETON

LIMBO ROCK  
Four Star Sales Co., Inc.; Twist Music  
JON SHELTON, WILLIAM E. STRANGE

LITTLE BITTY TEAR, A  
Pamper Music, Inc.  
HANK COCHRAN

LOCO-MOTION—Aldon Music, Inc.  
GERRY GOFFIN, CAROLE KING

LOVE ME WARM AND TENDER  
Spanka Music Corp.  
PAUL ANKA

LOVER PLEASE—Lynlou Music, Inc.  
BILL SWAN

MASHED POTATO TIME—Rice-Mill  
Publishing Co., Inc.;  
Jobete Music Co., Inc.  
JON SHELTON, HARRY LAND

MIDNIGHT IN MOSCOW  
Melody Trails, Inc.  
KENNY BALL

MONSTER MASH  
Corpus Music Pub. Co.  
BOBBY PICKETT, LEONARD CAPIZZI

NEXT DOOR TO AN ANGEL  
Aldon Music, Inc.  
NEIL SEDAKA, HOWARD GREENFIELD

NORMAN—Acuff-Rose Publications, Inc.  
JOHN LOUDERMILK

OLD RIVERS—Glo-Mac Music;  
Merrie Music Company  
CLIFF CROFFORD

ONE WHO REALLY LOVES YOU, THE  
Jobete Music Co., Inc.  
WILLIAM ROBINSON

PARTY LIGHTS  
Ram-Red Publishing Co., Inc.  
CLAUDINE CLARE

PATCHES—Aldon Music, Inc.  
LARRY KOLBER, BARRY MANN

PLAYBOY—Jobete Music Co., Inc.  
BRIAN HOLLAND, ROBERT BATEMAN,  
WILLIAM STEVENSON

P. T. 109  
Cedarwood Publishing Co., Inc.  
MARLORNE WILKIN, FRED BURCH

RAIN, RAIN GO AWAY  
Regent Music Corp.  
GLORIA SHAYNE, NOEL REINIEY

RAMBLIN' ROSE—Sweco Music Corp.

RELEASE ME  
Four Star Sales Company, Inc.  
EDDIE MILLER, W. S. STEVENSON

RETURN TO SENDER  
Elvis Presley Music, Inc.  
OTIS BLACKWELL, WINFIELD SCOTT

RIDE—Woodcrest Music, Inc.;  
Check-Off, Inc.  
JON SHELTON, DAVID LEON

SECOND HAND LOVE  
Merrie Music, Inc.  
HANK HUNTER, PHIL SPECTOR

SHAME ON ME  
Western Hills Music, Inc.;  
Saron Music Co.  
LAWTON WILLIAMS, BILL ENIS

SHE CRIED—Trio Music Co., Inc.  
TED DAVYLL, GREG RICHARDS

SHELLA—Eager Music; Low-Twi Music  
TOMMY ROE

SHE'S GOT YOU—Pamper Music, Inc.  
HANK COCHRAN

SHE'S NOT YOU  
Elvis Presley Music, Inc.  
JEROME "DOC" POMUS, JERRY LEIDER,  
MIKE STOLLER

SHOUT—Wemar Music Corp.;  
Nom Music, Inc.  
O'KELLY ISLEY, RONALD ISLEY,  
RUDOLPH ISLEY

SLOW TWISTIN'  
Woodcrest Music, Inc.  
JON SHELTON

SNAP YOUR FINGERS  
Acuff-Rose Music Company  
GRADY MARTIN, ALAN ZANETTI

SOLDIER BOY  
Ludis Publishing Co., Inc.  
LUTHER DIXON, FLORENCE GREEN

STRANGER ON THE SHORE  
Mellin Music, Inc.  
ROBERT MELLIN, ACKER BILK

SURFIN' SAFARI—Guld Music Co.  
MIKE LOVE, BRIAN WILSON

THAT'S OLD FASHIONED  
Aberbach, Inc.; Ego Music, Inc.  
BILL GIANT

THINGS—Adaris Music, Inc.  
ROBBY DAIN

TWIST AND SHOUT  
Robert Mellin, Inc.;  
Progressive Music Publishing Co., Inc.  
BERT RUSSELL, PHIL MEDLEY

TWISTIN' THE NIGHT AWAY  
Kagi Music  
SAM COOKE

TWIST, TWIST SONORA  
Rock Masters, Inc.  
FRANK J. GUIDA, GENE BARBER,  
JOSEPH ROYSTER

UPTOWN—Aldon Music, Inc.  
BARRY MANN, CYNTHIA WEL

VACATION—Merrie Music, Inc.  
GARY WESTON, HANK HUNTER

VENUS IN BLUE JEANS  
Aldon Music, Inc.  
HOWARD GREENFIELD, JACK KELLER

WHAT'S YOUR NAME  
Hill and Range Songs, Inc.  
CLAUDE JOHNSON

WOLVERTON MOUNTAIN  
Painted Desert Music Corp.  
MERLE KILGORE, CLAUDE KING

YOU ARE MY SUNSHINE  
Peer International Corporation  
JIMMIE DAVIS, CHARLES MITCHELL

YOU BEAT ME TO THE PUNCH  
Jobete Music Co., Inc.  
WILLIAM ROBINSON, RONALD WHITE

YOU BELONG TO ME  
Ridgeway Music, Inc.  
CHLITON PRICE, TEE WEE KING,  
RENO STEWART

YOU DON'T KNOW ME  
Brenner Music, Inc.  
CINOT WALKER, EDDY ARNOLD

YOU'LL LOSE A GOOD THING  
Janie Music Publishing Co.;  
The Crazy Cajon  
BARBARA LYNN OZZEN

YOUNG WORLD—Four Star Sales  
Company, Inc.; Hillard Music Co.  
JERRY FULLER

# BMI



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# International NEWS REPORTS

## Here Come the New Disk Labels

By JIMMY JUNGEMANN

The new year has kicked off with many brand-new record labels all over West Germany. In Osnabrück-Vostrop the International Record announced the beginning of the Schebasta label. This firm will also distribute the Regina labels from the Grammophon Platen Group Holland for Germany, and handle the Euroton label. First catalog offers records by Heik Janmaat, Ankie Kling, and the Valentines.

Horst Buesow in Hamburg is the boss of the new Casio la-

bel. Their No. 1 recording star is Bob Westerman. Pop artists like Picchi, Fridolin, and Werner Von Overheid are set for appearance on the Teleton label distributed by Michael & Company in Duisburg and Koblenz, and by Hans Demmel in Munich, by Mike Vertrieb in Zurich, Switzerland. . . . The juke box firms Frankl, Automaten, Edloms Kasper, Lowen Automaten, Vollbracht, Schmitz and Gerdes distribute the Mandolino label starring Bob Rento, Rene Richard, Kinada Roma, and Cathrin Jacobson.

Some 10-inch albums have been made by Pallas for the new Olympia label of Michael & Company in Duisburg. This label features music from Vienna and the Rhine, music from German operettas and brass band music. . . . Mike Rogers is the star of the newly formed Abolonia label in Nuremberg. The label records the work of Schlager, . . . Former Metronome rep Heinz Schumacher is starting the new Maximal label in Frankfurt.

### AUSTRALIA

## Prep Fetes for Lockwood, Lewis

By GEORGE HILDER

19 Todman Avenue, Kensington, Sydney, N.S.W. EMI headquarters, Sydney, prepared a big welcome for Sir Joseph Lockwood, group chairman of EMI, on his arrival January 18. Sir Joseph, who is on

a world tour, is visiting the Far East, Australia and New Zealand and it is expected that he radio and television stations for will return to England via the United States.

Another important visitor to visit Sydney is Sir Edward Lewis, accompanied by his wife, Lady Lewis. Sir Edward, chairman of the English Decca Record Company, has just supervised the opening of an office of his company in Singapore.

Lee Gordon, U.S. promoter, has opened a night club at Surf's Paradise, Queensland. Appearing on the opening night were Festival artists the Joye Boys and the De Kroo Brothers. . . . Sven Libæk, CBS A&R director, is hard at work producing local material for the Australian market. The first artist to record for the ARC label this year is a newcomer, Tim Gaunt, an ex-member of the defunct Windjammer Quartet. Libæk also stated that his company is very thrilled with the signing of pop vocalist Jack Cannon.

### Country Cats Meow

Starday artists are gradually becoming known through their appearances on various labels in Australia. Early last year, Libæk had just appeared on the Melbourne W & G logo. Then late in 1962 Festival Records issued a number of Starday albums. Now Bill Robertson, of EMI, said that through arrangements with English Decca his company has contracted to release four albums in Australia on the London label. The first will appear this new year, followed by January 17 entitled "Nashville Saturday Night."

Ken East, of EMI, has stated that his company will release a number of albums in the country on the Bounty" by the middle of January. All copies will be imported from the States and will retail at a slightly higher price than the locally pressed

## HALLYDAY GETS BEIRUT HEAVE

BEIRUT, Lebanon—A formal ban on the twist in this city prevented French pop music star Johnny Hallyday from performing here last week. The singer was set to do dates here, but Interior Minister Kamal Jumblatt stepped in and told the vocalist he'd have to leave town within 24 hours. The hard stand taken by the minister was prompted by a law that makes twisting illegal in this country. The dance has been banned as obscene. This doesn't seem to prevent a good deal of scuffling shaking from going around the city, however, for the dance is most popular here.

## Busse Still Branching Out

MUNICH—Karl Heinz Busse has built himself quite a publishing empire over the last year. Besides firms in this city and Switzerland, Busse has opened branches in Milan and Rome. In April he will also launch a Spanish firm, Music House Espanol.

Head of the Italian operation is Van Erden. An integral part of this operation is the Italian International label which distributes Metronome Records besides recording its own artists. The label had quite a hit with "Alley Cat" by Bent Fabric from that Scandinavian firm which is recording its own artists over Europe with "St. Tropez Twist" by Pepino de Capri. This label is also a product of the Busse firm.

Chief of the Paris organization is Jacqueline Bouvier, who formerly was associated with Vogue Records.

L.P.'s. The film is scheduled to open January 29 in Sydney. The World Record Club is receiving congratulations from their production of locally produced albums. The latest disk to appear is of musical comedy material. Songs are taken from four stage shows of the Edinburgh era—"The Arcadians," "Country Girl," "The Quaker Girl" and "Gypsy Love." Neil Williams and Valued Rogers are the soloists, and the recording was made in Sydney under George Harveys direction. With the release of television of the "Love Story" and "Jolson Sings Again," Festival Records is releasing John material on extended play disks.

### Publishers' Corner

Leeds Music has the Johnny Horton single "All Grown Up." Horton acquired this number three years ago and is hoping that it will turn into a hit. The company may collect dividends. Other numbers which have broken over for Leeds include Peggy Lee's "In a Woman's Way," "The Little Girl," . . . Johnny Devlin, director of Devlin Music, has signed Queensland composer Kevin Grealy to a five-year contract. Grealy will also record on the Festival label. . . . Belinda Montgomery has assumed control of the output of Roosevelt Music, Inc., for Australia and New Zealand.

At the moment there is a lot of confusion to what the new "Girls, Girls, Girls" and "Kid Galahad" will be released. United Artists stated last year that the film would be released by Christmas. The Paramount flick



ORIGINAL CAST: Original-cast recordings have become an important factor in LP sales only recently in Italy. Cutting the original casters of "Rugantino" here for CAM are Aldo Fabrizi and Bice Valeri (pictured at left). Composer Armando Trovajoli is the third member of the trio.

was to open December 13, but now it looks like March before it will hit the screen. Already the songs from "Kid Galahad" have been in and out of the parades and it looks as if the same is happening with the numbers from "Girls, Girls, Girls." . . . Local HMV have made a single deal with old Town Records for the release of "Remember Them" by the Four Seasons.

The much-publicized "The First Family" is at last off restriction and back on the airwaves. The album has just hit stores and it is too early to predict how sales will go.

### AUSTRIA

## Bossa Nova Tops Waltz

By FRED ZILLER

Moselwplatz 1 Vienna 4

The first German bossa nova was produced in Vienna by Gerhard Mendelson for the Polydor label, with Lou Van Burg singing "Bossa Nova Casanova" written by Eerner Scherfberger and Charly Nieseen. "Desafinado" has 16 versions here. Pat Thomas is selling well enough with the better albums being "Vira Bossa Nova" by Laurindo Almeida (Capitol), "Lero's Holmes Goes Bossa Nova" (United Artists) and Quincy Jones' "Big Band Bossa Nova" (Mercury).

Connie Francis seems to have another best seller over here in a single called "Honey Du Gehst." . . . Werner Scherfberger and Fin Busch. . . Best singles in sales are now "The Letzte Rose der Prarie," sung by ex-hurdle ace Martin Lauer (Polydor), both the English and the German version of "Ginny," sung by Rita Bonini (Philips) and the Gerhard Wendland version of "Mary Rose" (Philips). . . . The best Philips album of the month became "The First and Best," by the U.S. cast.

The merger of Polydor and Philips has brought about the foundry of what has been pronounced over as Phonogram Musik since October 1, 1962. The firm has received the new name of Polygram. The first distributes the following labels: Deutsche Grammophon, Polydor, Brunswick, MCM, United Artists, Cantate, Helicon, Command, Archa Produktion, Literarische Archiv, Philips, Fontana, ABC-Paramount, Mercury, Verve, Coral, Riverside, and Scheideit. President is Gerhard

Gebhard from DGG, sales managers are Wolfgang Armling (Philips) and Oscar Drechsler (Polydor).

### BELGIUM

## Business Still Going Strong

By JAN TORRES

Stuivenbergwaat 37, Mechelen

The beginning of 1963 in record business is for certain as good as the end of 1962. Although many records are not available because dealers are sold out, some newcomers are quickly making their way to the top places on the hit charts.

Records that were hits during the year 1962 are still on top, with "Telstar" by the Tornadoros, "Let's Dance" by Chris Montez and "Limbo Rock" by Chubby Checker, most in demand.

New records going up are "Eenzaam zonder jou" (Lonely Without You) by Wim Tuus on Palette, "Coeur bleue" by Petula Clark on Vogue and "Bachelor Boy" by Cliff Richard on Columbia. "Coeur bleue" is the French translation of Kiki Jensen's "Torture." When this original was released some four months ago, it received poor sales, but the Petula Clark version is very hot.

Polygram Records reports that the complete 1962 concert by Yves Montand (Philips) recorded during his public performance on the stage of L'etoile in Paris on November 15, has been released.

Henri Salvador's version of "Sherry" is doing very well, as well as French newcomer Claude Francois (Fontana), who created demand for his "Belles, Belles, Belles," the French version of Eddie Hodge's "Girls, Girls, Girls."

It looks like the first recording of religious songs by a 15-year-old boy, Pierre, who sings his own compositions, could follow a victory created by Presley and "Big Bad" by Eddyes Sues on Columbia.

The five big albums of 1962 were: "West Side Story," sound track (Philips); "Belafonte Returns to Carnegie Hall" (RCA); "Ray Charles Sings Country and Western," Vol. 1 (ABC-Paramount); "Freddie" (Polydor); and "Big Hawaii," Elvis Presley (RCA).

### TONY RENIS

ROME—On January 4 Tony Renis and "Quando, Quando, Quando" was RAI-TV's Christmas program which was tied to a national letter in which \$800,000 in prizes were distributed. Operated in the same manner as the well-known Irish Sweepstakes, numbers were drawn against the various songs for which letters had been purchased and voted. The winning song by the Columbia recording artist had been in first place since the beginning of the competition. The Cinderella song of 1962 in Italy, "Quando, Quando, Quando," composed by Renis, finished fourth at the San Remo contest but had been the hottest song and record of the year thereafter. Renis of the disk driven with this song was \$240,000.

Other winners were: "Ciao, Ciao, Ciao" sung by Gino Paoli (Ricaroli); "Belote Di Voi Trovati," composed by Renis, finished fourth at the San Remo contest but had been the hottest song and record of the year thereafter. Renis of the disk driven with this song was \$240,000.

## BRITAIN

Telstar Reaches  
2 Millionth OrbitBy DON WEDGE  
News Editor  
New Musical Express

The Tornadoes' "Telstar" has passed the two million sales mark. U. S. sales through London Records, Inc., exceed one million. The British sales alone are about \$50,000, and the lease is more than made up by sales of the EP in France. There have been substantial sales in European and Commonwealth countries, too. It is the second British disk within a year to reach the two million mark. The first was Acker Bilk's "Stranger on the Shore." Very near to qualifying, too, is Frank Ifield's "I Remember You." British Decca has now issued the Tornadoes' follow-up, "Globo-trotter."

## Radio and the Stage

The extension of broadcasting hours planned by BBC Radio to start in the middle of next month has administrative difficulties, particularly over the amount of disks that can be used. The project, welcomed by the music industry, has now been put back until April, although the BBC plans to be on the air 21 hours daily beginning early next year.

An attempt to establish a late-night theater series for folk singers was launched January 10. Impresario Harold Pilling presented Odetta—making her British stage debut—at the new Prince Charles Theater for two weeks.

## EMI-Diamond

EMI has signed a new long-term agreement with Diamond Records. British releases will be on the Stateside label. First issue following the deal was "Loop De Loop" by Johnny Thunder. Diamond issued a follow-up by Daillois; Philips was a late entry with Frankie Vaughan. Decca has issued a similarly titled "Loop De Loop" an independent production by KPM Music featuring a group called the Chuckles led by musical director Roy Kinnaman. The first title is published by Chappells and the second by Peter Maurice.

## Visitors

In London for recordings produced by Norman Newell is one of the EMI group's most successful Greek singers, Gino Caddi. He came to the city in successes in his homeland with "Proesthanome" and "Orfanos." He cut covers of "Big-Di-Big"

and "Big-We World." Another Greek singer, Nana Mouskouri, came in for recordings at Fontana (Philips).

## Record Business

EMI moved quickly to record a disk version of "That Was the Week That Was," a BBC-TV series, maintained last November dealing in very satirical and highly controversial. EMI's comedy album specialist, George Partridge, is a London manager, cut the LP before an invited audience at the EMI studio January 7.

Two EMI executives were named in the New Year Honors. A. H. Cooper, a technical director, received a CBE; A. R. Cork, deputy production manager, was awarded an MBE. Lindsay Wellington, BBC's director of sound broadcasting, became a Knight.

EMI issued "I Saw Linda Yesterday" by Dickie Lee on Mercury. There were covers from the Philips group by Frank Kelly (Fontana) and Doug Shelton (Decca).

The severe winter conditions which greeted Britain with the New Year had an adverse effect on the record industry. It was in the South of England, where all pressing plants are, and distribution became difficult, although it was to an extent counteracted by the reluctance of consumers to venture out shopping. . . . The Acker Bilk band spent most of last month in the studios cutting a new album.

## IRE

Mary O'Hara  
Enters ConventBy KEN STEWART  
Teenage Spectator, Dublin

Mary O'Hara, Ireland's best-known traditional singer and harpist, has entered a convent at the Benedictine Abbey of Down. Her decision to become a nun came at the height of her fame as an entertainer. Her disks are steady sellers here, in Britain and in the U. S. Three new albums, comprising some 40 unreleased numbers, will be issued this year. Her husband, Richard Selig, a young American poet, died 18 months ago.

Kevla McCourt flew in to Dublin and signed his contracts as director general of Irish television and radio. Edward J. Keane, having completed his notice of resignation from the post (which he held for a year), left for London, where he will take

up his new appointment as deputy managing director and member of the Board of Associated Television Ltd.

Both Radio and Telefe Eireann appear to be taking a greater interest in programs of modern music and song, but it is generally agreed that the censorship authorities could screen much better shows aimed at viewers in the teen and '20's age groups.

Dublin businessman John Croke, who arranged the recent U. S. tour by the Rebel Showband, visited Ireland last week with Tom Ryan, a director of the new Canadian Walt Disney enterprise, NiagaraLand, to have the band play in the Irish village (there are villages representing 14 nations) on March 17. The six-month-old showband has set to record two titles for release on a single.

## FRANCE

Yule Sales Top  
1961 by 20%By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevois (Seine)

Record retailers were very satisfied with 1962 holiday sales. According to most of them, sales increased 20 per cent over 1961.

## Disk News

Festival Records issued the original sound track of the pic "Cocapocana Palace" featuring the music of 1962 Carnival of Rio and Joao Gilberto who is on Odeon's roster. Is there a law suit in the works? . . . A Vee Jay EP has been issued to tie in with the "Black Nativity" showing in Paris. . . . Pathe Marconi released Johnny Thunder's "Loop De Loop" and The Earl's "Remember Then." The first is from Diamond and the second from Town Records.

Barbra Streisand's new EP will include her first two titles sung in French. . . . Versailles Records has new exclusive distribution in Spain with Discophon S.A. of Barcelona. . . . Vega Records marketed a new LP for 12 francs.

Jack Moullere, first artist to be signed up by Salvador Records, has come up with the French versions of "Dance With the Guitar Man" and "Next Door to an Angel." . . . Sonny Rollins and his trio appear January 27. He will be accompanied by his orchestra as expected for February 1 or 2.

## GERMANY

Kraus, Backus In  
NYC to Recordby JIMMY JUNGEMANN  
102 Isanauer Street,  
Munich 27

One of the top German producers, Gerhard Mendelson, will arrive in New York January 27 and stay in the States until February 5. He will be accompanied by Polydor executive Kurt Richter, former U. S. now German singer Gus Backus, and by Austrian German tenor-artist Hans Kraus. Mendelson will produce the first U. S. records with Gus and Peter. In Las Vegas Mendelson will record German hits and German versions of U. S. hits with Connie Francis for the MGM label.

## Disk Notes

Stefan Karkner, of Universal Publishing, contracted Chris Bar-

ber for the Italia International label. Barber will record in Germany for Dr. Karl Heinz Buse and his International label; in Italy for Harper and Buse and their Italia International label.

One of the top Italian singers, Betty Curtis, arrived in Munich to record her first two German songs for the Italia label: "Weine Eine Kleine Traene" by Henry Meyer b.w. "Cantata Romanza" by Henry Meyer.

Charles Nielsen, Philips press secretary Wolfgang Kretschmar, and Philips producer Ezzard Van Vleet, negotiated a contract U. S.-French singer Eddie Constantine for the Philips-Fontana label. Eddie will sing duets with Ezzard Andersen in the Berlin studio of Philips. . . . Italian singer Angelina Monti sings the German version of Pat Boone's hit "Mexican Joe" on Telefunken. . . . Swiss singer Peter Hinnen sings the German version "Uga Uga Muschka" of U. S. hit "The Squares Above the Yukon" on Ariola. These two numbers ("Mexican Joe" and "The Squares . . .") are published in Germany by Polakowski in Hamburg.

Greek singer Nana Mouskouri recorded the German version "Am Strand Von Korsika" of French hit "Devant Le Riosier" on Fontana. The song is published by Capriccio in Hamburg.

Australian singer Frank Ifield recorded the German versions of his hits, "I Remember You" and "She Told Me How to Yodel," for Columbia.

German singing stars Conny and Gila recorded French hits for French HMV in Paris. It's the second visit for Conny, the first for Arrivee.

Visitors Dave Kapp arrived in Gutersloh, Germany, to meet Rolf Engeler, Ariola boss. A special contract was signed with Kapp and Ariola has been signed for Kapp label sales in Germany, and the Ariola sales through Kapp in the U. S. The two agents agree that Kapp artists will produce German hits in Germany for Ariola.

## HOLLAND

Phonogram Debs  
Spoken SeriesBy SKIP VOOGD  
Platenimport, Edmeester 21  
Amersfoort

Big doling for New Year's at Phonogram included a party given for TV, radio and press. The party was hosted by Wil Van Der Meer with one of the guests of honor being Mrs. Mies Bosman. Mrs. Bosman collected some 12 million guilders (\$3 1/2 million) for handicapped children. Much of it with the help of Philips and other disk artists on a non-stop 23-hour TV marathon last November. Phonogram debuted a new classical package, the five Beethoven sonatas for violin and piano featuring starring David Oistrakh, which won the Grand Prix de Disque. Philips introduced a new series of spoken word disks—"Parlando"—early in the year. They are being produced by G. L. Plasser and include "Diary of Anne Frank" and "Cyrano de Bergerac."

Dutch Decca released a new series of classical albums. Among them are albums by the Concertgebouw under Kleiber and harpsichord specialists by George Malcolm, Heinrich Gronloh and the Dutch Swing College Band have returned from a tour of India. . . . Rita Reyes sang with a version of "Desafinado," here.

## HONG KONG

Dealer Assists  
Burmese RadioBy CARL MYATT  
27 A Estoril Court

A record dealer here is assisting the Burmese Government to improve the standard of material in the record library of the government-sponsored radio station. Ren da Silva, of the Diamond Music Company, returned by air after visiting Singapore and Rangoon. His trip to Rangoon was made at the invitation of the government radio station, which is anxious to modernize the material that is given air time.

The trend in popular music in the area is much the same as in Hong Kong and Singapore where stars such as Connie Francis, Elvis Presley and Pat Boone are much in evidence, said Ren da Silva. He added, however, that due to the high duty on records and the difficulty in obtaining import licenses, sales are limited. On the other hand, Ren da Silva said that present indications are that the demand is not large enough to warrant a record pressing yet to warrant a record pressing yet.

While in Singapore, Da Silva met Sir Edward Lewis, head of the Decca group, who arrived there for the opening of the offices of the new Decca Oriental Records, Ltd. Da Silva, who visited Singapore for the express purpose of helping his agents there in the promotion of the CBS label, said that of the CBS artists, Ray Charles was probably the most popular.

Two of the hottest selling LP's of the month have been the new Warner Bros. LP sound track of the film, "Lovers Must Wait," which included the big hit by Emilio Pericoli, "Al Di La," and "The Two Agents." The two agents agree that Kapp artists will produce German hits in Germany for Ariola.

Mrs. Frances da Silva Kirk, one of the directors of the Diamond Music Company, is on her way to the U. S. A. for meetings with senior executives of the various companies Diamond represents. She will be visiting Tokyo, San Francisco, New York, London, Australia and will be away two weeks.

## HUNGARY

Phono Price Dip  
Aids Disk SalesBy PAUL GYONGY  
Derault 6, Budapest

The government agency has reduced prices on turntables and phonographs in an effort to boost sales of the machines and recordings. Hungarian-made four-speed turntables are now 1,650 forints to 1,100 forints (\$70 to \$45.81). Czechoslovakian manufactured portable Supraphone turntables are now 1,800 to 1,400 forints to 859.32. Without amplifiers the price is 1,100 to 859.32 forints (\$48.73 to \$40.30).

When Chris Barber's jazz band was on tour in Hungary (see Billboard, July 10) the Hungarian Record Manufacturing Company (Qualiton label) made

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Aaron Sternfield, Coin Machine Editor  
Frank Lupino, International Director

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DON'T YOU LOSE YOUR COOL  
I WONDER WHO'S  
DANCING WITH HER NOW  
WHAT IN THE WORLD  
COME ON COME ON  
ANYTHING YOU CAN DO

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a 12-inch LP of them and Ottilia Patterson as vocalist. At Barling, the LP has been released only now and exclusively for sale in the socialist states.

Ties Taddio, the Italian songstress who toured Hungary a short while ago, made the following recordings for unreleased Italian labels: "Spencer Gonzales" and "Carosello Italiano" in German, "Quando Calenda El Sol" in Spanish, and "Come Sinfonia" and "Ciao Ciao Amore" and "Tintarella Di Luna" all in Italian.

## ISRAEL

## Stoltz's Records 'Salome' Version

By AZARIA RAPOPORT  
73 Aban Street, Tel Aviv

"Salome" became "Romero" in the Hebrew version by Tamar Fridland, by Robert Stoltz's famous long-standing hit. This version (by Ilan Melody Press), is one of the small tokens of appreciation shown to the old maestro (82), who arrived in Israel for a series of concerts with the Israel Philharmonic Orchestra.

Stoltz's visit coincided with a decision reached by the National Arts and Culture Council, permitting the Israel Philharmonic to perform German vocal works in the original language. That same council also voted for the performance of religious music.

Though the music of Richard Wagner would still cause riots by the memory of the way the Nazis adored him, the Orfeo-Sono three-record album of Madame Kirsten Flagstad, accompanied by the Symphonie de l'Air, under Arturo Toscanini, stirred some interest by music lovers who claim that such art cannot be indefinitely ignored. Madame Flagstad's work has also been cleared from the blight of collaboration. Her name was removed from the role of Nazi collaborators in Norway after her death.

## JAPAN

## Columbia Starts Okinawa Sales

By J. FUKUNISHI  
108 Kakinokizaka  
Meguro-ku, Tokyo

Nippon Columbia established Okinawa Columbia Sales Company in Naha, Okinawa, which is equipped with a display room. The firm is also releasing in January a three-LP album in memory of the late Billie Holiday.

New World Records, an outlet of Soviet Russian records in Japan, resumed imports of recorded master tapes as the result of a renewed contract. Many Russian artists' visits to Japan are on schedule, headed by Leonida Kogan, violinist, and Elizaveta Gilels, Kogan's pianist-wife, who are arriving at the end of January on a six-week performance tour.

## Visitors

Nat King Cole and Toshiko Mariano Quartet are expected in February on their second visit following Art Blakey Combo once playing here. Helen Merrill is arriving January 25 to play theaters and eight spots for the

second time; she was here in 1960 for a short period.

The anti-cartel and trust committee formally notified the National Record Dealers Union that the ease in respect of the union's alleged violation of the anti-cartel and trust law will be put on trial. The committee claims that ignoring the six-item report given to the union in September, 1959, has brought about the action. The union is requested, at the same time, to give its answer to the committee by January 22.

## NEW ZEALAND

## A Very Merry Christmas to All

By FRED GEBBIE  
Box 5051, Auckland

Christmas was great for record distributors and dealers here; all eeked up better-than-usual sales figures with both vinyl and LP items. Some distributors cleaned out of stocks of more popular artists such as Ray Charles, Chubby Checker, and the Beatles.

By Rydell, Frank Sinatra, Ella Fitzgerald, Bing Crosby, and other twist, rock material.

The bossa nova appears to be catching on, but what must be the biggest yuletide party seller for some time is Chubby Checker's "Limbo Rock," a single this has rolled into a 13,000 hit for the Parkway-L.A. Gloria label.

Good TV and radio exposure continues to give plenty of action for the LP as well and has rung up the "sold out" sign in both distributor and record windows. All record pressing plants shut down here over the holiday period (three weeks), and on hot items such as the aforementioned platter final sales figures could be effected through no availability.

Pye Records intends to launch an all-out sales drive on the bossa nova this year and have already supplied dance instructions with copies of their Zoot Sims disk "Recado (Bossa Nova)," the first platter of the new sound on the market here.

## SPAIN

## Jeanita Waxen Popular &amp; CBS

By RAUL MATIAS  
32 Av Jose Antonio, Madrid 13

Robert Jeanita is growing in popularity. He is recording for CBS here with Waldo de Los Rios, TV show, radio programs and the regular Sunday mornings at Price Music Hall.

Although the bossa nova has not yet appeared on the charts, it is in every good club of Barcelona, Madrid, Bilbao, Seville, or Gijon, twist, madison, Continental twist and bossa nova keep dancers in a whirl.

## Disk Shorts

Alma Kogan again in Spain promoting her records here... Jean Claude Pascal on TV's Big Parade... Chico Gordinho, Peruvian comedian, singer and impersonator made his debut and will record in Madrid... Jose Guardiola, Robert Jeanita and Tonio Areta have already recorded "The Long Day"... Discomania celebrating its fourth anniversary in Spain... Luche Gatica went back to Puerto Rico after several weeks here. He recorded "Ay Carino," the winner of the Mexican festival.



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AFRICA, AUSTRALIA,  
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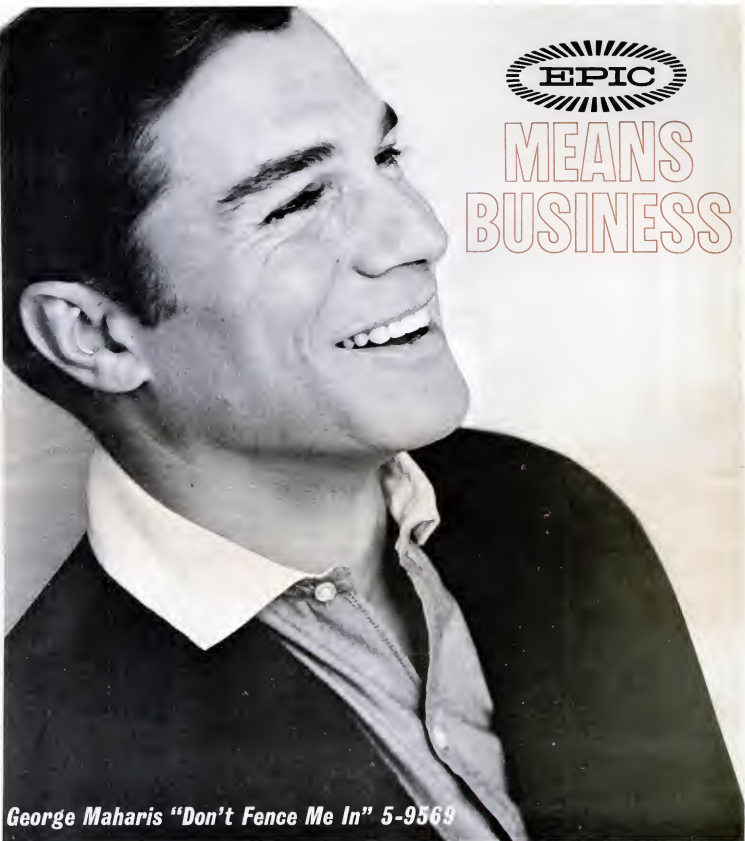
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BUSINESS



*George Maharis "Don't Fence Me In" 5-9569*

*Adam Wade "Don't Let Me Cross Over" c/w "Rain From the Skies" 5-9566*

---

*Tony Orlando "Shirley" 5-9570*

---

*Erma Franklin "Don't Wait Too Long" 5-9559*

---

*Bobby Vinton "Trouble Is My Middle Name" 5-9561*

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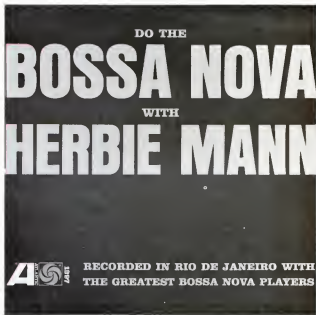
FROM THE ALBUM  
JOÃO GILBERTO'S BOSSA NOVA SINGLE

**VOCE E EU (YOU AND I)  
&  
BOLINHA DE PAPEL (LITTLE PAPER BALL)**  
2173

## HERBIE MANN

**DO THE BOSSA NOVA  
WITH HERBIE MANN**

1397



FROM THE ALBUM  
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**IT MUST BE LOVE (DEVE SER AMOR)  
&  
BLUES WALK BOSSA NOVA**  
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# SINATRA-BASIE

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PENNIES FROM HEAVEN

PLEASE BE KIND

(LOVE IS) THE TENDER  
TRAP

LOOKING AT THE  
WORLD THRU ROSE  
COLORED GLASSES

MY KIND OF GIRL

I ONLY HAVE EYES  
FOR YOU

NICE WORK IF  
YOU CAN GET IT

LEARNIN' THE BLUES

I'M GONNA SIT RIGHT  
DOWN AND WRITE  
MYSELF A LETTER

I WON'T DANCE

reprise 

MONO OR STEREO 1008





now  
exclusively  
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**DECCA®**



# Johnnie Ray

*His First Release!*

AFTER MY  
LAUGHTER  
CAME TEARS

LOOKOUT  
CHATTANOOGA

31459

# AT THE END OF OUR 4th YEAR NEVINS-KIRSHNER • ALDON MUSIC

*Takes Pride in These Songs*



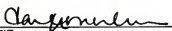

- |   |   |
|---|---|
| 1. BREAKIN' IN A BRAND NEW BROKEN HEART   | 17. LOCO-MOTION                                   |
| 2. BREAKING UP IS HARD TO DO              | 18. MY DAD  |
| 3. CALENDAR GIRL                          | 19. MY HEART HAS A MIND OF IT'S OWN               |
| 4. CONSCIENCE                             | 20. NEXT DOOR TO AN ANGEL                         |
| 5. CRYING IN THE RAIN                     | 21. OH! CAROL                                     |
| 6. EVERYBODY'S SOMEBODY'S FOOL            | 22. PATCHES                                       |
| 7. FOOTSTEPS                              | 23. RUN TO HIM                                    |
| 8. FRANKIE                                | 24. STAIRWAY TO HEAVEN                            |
| 9. GO AWAY, LITTLE GIRL                   | 25. TAKE GOOD CARE OF MY BABY                     |
| 10. GOODBYE CRUEL WORLD                   | 26. UP ON THE ROOF                                |
| 11. HAPPY BIRTHDAY SWEET SIXTEEN          | 27. UPTOWN  |
| 12. HER ROYAL MAJESTY                     | 28. VENUS IN BLUE JEANS                           |
| 13. I LOVE HOW YOU LOVE ME                | 29. WHERE THE BOYS ARE                            |
| 14. IF A WOMAN ANSWERS (IF A MAN ANSWERS) | 30. WHO PUT THE BOMP<br>(IN THE BOMP, BOMP, BOMP) |
| 15. JUST FOR OLD TIMES SAKE               | 31. WILL YOU LOVE ME TOMORROW                     |
| 16. LITTLE DEVIL                          |   |

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**LITTLE EVA JUST KEEPS  
ROLLIN' ON**

**HER HIT WAGON  
GETS BIGGER  
& BIGGER**

**HER BIGGEST YET!!**



**"LET'S  
TURKEY  
TROT"**

Dimension  
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**KEEP YOUR  
HANDS OFF  
MY BABY**

Dimension  
#1003

**LOCO MOTION**

Dimension #1000

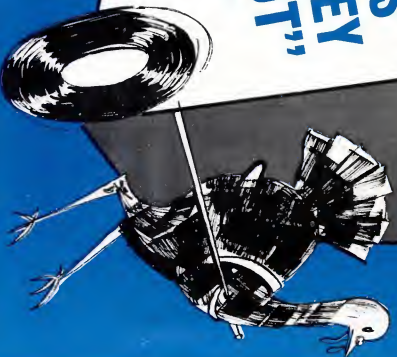
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Is  
"HULA  
HOPIK"



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# Radio- TV PROGRAMMING

★ READY-TO-GO PROGRAMMING ★ VOX JOX  
★ PROGRAMMING NEWSLETTER

## AM STATIONS IN STRONG PLEA FOR LOOSER RULES

By MILDRED HALL

WASHINGTON — The AM radio service, biggest exposure and promotion arm of the recording industry, has been standing at a regulatory crossroads while government and industry spokesmen wrestled with this choice: Should AM be pushed into the confines of a "free and rigid engineering rules to shut out new growth? Or can it, with moderately tightened engineering and financial requirements, be handled with the flexible, competitive, free-enterprise approach that fostered its phenomenal growth into the best broadcasting system in the world?

## Stations High on Tape Series by Hi-Fi Magazine

NEW YORK—Ready acceptance from programmers and executives of good-music stations has marked a new program series produced and distributed without charge by Billboard's sister publication, *Hi-Fidelity*.

The series is titled "Musicians Off Stage" and consists of monthly feature interviews, each 15 minutes long, between *Hi-Fidelity* record critic Gene Bruck and such distinguished music personalities as Leopold Stokowski, Nicolai Gedda, Erich Leinsdorf and Arturo Robinstein.

With little fanfare, "Musicians Off Stage" has been scheduled by good-music outlets—chiefly FM stations—in some 50 cities, including New York, Boston, San Francisco, Chicago and Philadelphia. There is only a modest credit reference to *Hi-Fidelity* magazine.

Each taped show is accompanied by a list of appropriate albums which may be used to extend the program. For example, a one-hour special. The series is being offered gratis to no more than one station in each major radio market. Contact for the series is Walter F. Gruening, *Hi-Fidelity*, Great Barrington, Mass.

The latter point of view, urged by the industry, seemed to prevail at the two days of informal conferences held here by the Federal Communications Commission and broadcast representatives, though no one can predict the exact swing of the FCC pendulum.

The FCC was also urged not only to accept but to encourage specialized programming when many stations compete in a heavily populated area. Commissioners were asked to give up the outmoded form of program reporting that requires percentage reports on a little-bit-of-everything, left over from the early days of limited radio service.

### Trend Inevitable

FCC Chairman Minow agreed that specialized programming trend appears inevitable in modern radio. He even agreed that some of the old-style public service categories, such as farming, news in a non-farming area, might have to go off the program-reporting in favor of the more suited to the conditions.

Exhaustive engineering studies by the National Association of Broadcasters, and individual comment on everything from financing to programming by experienced broadcasters, engineering and management, are available.

(Continued on page 44)

## Display-Air Deals Listed in BBDO Trade Rundown

NEW YORK — Deejay segments and music shows, both radio and TV, which are part of a package deal in which advertisers receive special in-store display space in addition to air commercials, are a feature of a new industry list made available by one of the leading ad agencies, BBDO of New York.

The report lists 396 radio and 85 TV stations with tie-ins for supermarket or other store space and minimum ad expenditures involved. Prepared by the agency's marketing department, copies are available to advertisers and other industry members from BBDO for \$5 apiece.

## POETIC LICENSE EASY AS ABC

SAN FRANCISCO — When the California State Motor Vehicle Department offered completely new 1963 licenses featuring three initial letters, Harry Jacobs, chief engineer, of KGO and KGO-TV drove to the city where the plates, beginning with the letters "ABC" were issued. He presented surprised Motor Vehicle employees with a check for nearly 100 pairs of plates, covering all employees of stations KGO and KGO-TV, an ABC network outlet beginning.

Everything being legal, the department issued the plates to Jacobs, and they are now morale building, moving advertisements until the department changes the basic plates again, which won't be for 10 years.

## VOX JOX

By CHARLES SINCLAIR

VOX JOX MAILBAG: Bill (Scooter) Mann, KTBE, Tucson, Ariz.—the radio station originating at the local Veterans Hospital—wrote "to thank all the artists" who send recordings to the hospital radio station, and adds that "the boys here in the hospital thank you from the bottom of their hearts." Mann would like record companies to send more c.d.w. platters to KTBE.

Jack Par (not the one you're thinking of; this one's the new music director of clear-channel KGO, Portland, Ore.), writes us to let record firms know that every record that hits my desk is listened to and given every consideration." Par said that KGO features a running gimmick called "Twin Pick-nump and Challenger" which allows audiences to select what they themselves hear in the future. Most of the hits breaking in the area, he adds, were formerly spotlighted in the station feature.

Tom Moller, manager of WBRB, East Lansing, Mich., penned a plea on behalf of the station-owned station which is piped to some 5,000 listeners in the dormitories of Michigan State University: "A recent room-to-room survey has shown that approximately 72 per cent of the dorm radio is tuned to WBRB... Six times as many students listening to us as to our nearest commercial competitor." Moller would like more record firms to put the station on their promotion list.

THE KEESHA BIT: Currently moving up on page 44 (Continued on page 44)

## PROGRAMMING NEWSLETTER

By BILL GAVIN  
Billboard Contributing Editor  
Publisher, Bill Gavin's Record Report

### SIGNIFICANT RECORD ACTION . . .

From Philadelphia, Hy Ly (WBZ, Philadelphia) reports that "My Merry Pilots" (Lee Andrews-Parkway) and "Love Makes the World Go Round" (Paul Anka-RCA Victor) are among the biggest in town. . . In Atlanta, Hal Pickens (WOXI, Atlanta) tabulates a week's phone requests and finds that "A Man" (Four Seasons-Vee Jay) is No. 1, with "Mama Didn't Lie" (Dan Bradley-CBS) moving up to No. 7 and "His and Hers" (Tony Douglas-Vee Jay) making No. 11.

From Hyde phones from KYNO, Fresno, Calif., that "All I Have to Do Is Dream" (Richard Chamberlain-MGM) makes No. 13 on his chart, based on phone requests and store back orders. The action results from plays of the band in Chamberlain's LP. Also, credit KYNO with breaking "Pipe Line," by Contests, which has just been picked up by Dot.

Elma Greer (KFSO, San Francisco) notes phone response to "Six Fifth Avenue," by Johnny Beecher, just sold to Warner Bros. . . In New York, Drew (WJLE, Erie) reports sales over 10,000 on "From a Jack to a King" (Ned Miller-Fabor), which confirms previous hit action reported from Seattle, Toronto, Detroit and Baltimore.

WHICH RECORDS TO PLAY: In parallel columns above are listed the records played on two top pop stations in Seattle, KJR and KAYO. On Jan. 4 from 4 to 6 p.m. Chris Lane is PD at KAYO; Jeff Mitchell is music director and also voiced this particular segment. Pat O'Day, PD and music man at KJR, was the deejay on the air in the other column.

Both stations have bones of music programming made by any means tell the story of a station's appeal to its listeners. Features, production and showmanship also count. For instance, KAYO features such items as a "Dancers' Doubleheader," "Voice Your Choice," a "Semi-Annual Spectacular" and other production ideas. KJR emphasizes air personality and expects its staff to be entertaining to the listeners. "It shouldn't be necessary for the deejay to 'sell' his records," says Pat O'Day. "If the music can't sell itself, it's the wrong music," he concludes.

Both stations utilize phone request data in compiling their charts. KJR also features a "Battle of the New Sounds," carrying the winner into the succeeding contest. If one record wins a certain number of times, it is automatically placed on next week's list.

One KJR feature deserves special comment. The station makes a daily sales check of local distributors and obtains an accurate and up-to-date picture of dealer orders. Even day the top five best-selling records are presented from 1:30 and 6 p.m., in addition to being featured prominently in other time periods.

AS FOR RATINGS, KJR is the solid No. 1 station in Seattle, with perhaps three times KAYO's share of audience. The reasons for KJR's leadership do not show up in our comparative samples of music programming, and must be attributed to other factors, such as dial position, showmanship, promotion and so on.

It is generally accepted that some records have more proved listening appeal than others. In our comparative samples that follow, the record that shows an obvious advantage over its counterpart on the other station is marked with a star. On this basis, KJR holds the advantage 12 to 8, largely through its concentration on the five top hits on the last half hour, plus the fact that four of these records are played during the first hour. Altogether, these top hits account for 8 of KJR's 12 stars.

This fact emphasizes one of the basic rules of programming: It is not enough to know what records most listeners like best, it's how you apply this knowledge that counts.

In a tight competitive situation, last week's retail sales survey is not a dependable guide to next week's programming. The top five on the weekly chart are not necessarily the top five most popular records with today's radio listeners. Concentrated frequency of today's top records—5, 10 or 20—is bound to strengthen the programming. This requires a "must play" list. Well—why not?

IN THE FOLLOWING LISTS the explanatory symbols are fairly obvious: (S) means a record that is a deejay pick (PW) means pick of the week, with an hourly play requirement. The stars we have already noted. Oddly enough, out of some 29 records played by each station, only seven are duplicated by both during the two-hour period. For last week's chart, four of these records to 17. KAYO is ahead in the number of instrumentals, 4 to 2, and in the number of 1962 hits, 5 to 12.

Further analysis we leave to our readers.

KJR	KAYO
Loop De Loop *	Boy I Love (Yours)
Comin' On	Boy I Love (Yours)
You're the Reason (PW) *	Just Think of Me (P)
Night Has a Thousand Eyes	Twist (62)
Love Can't Wait (62)	Lumbo Rock *
Thou Art My Middle Name	Jed Clampett (Ridge) (PW)
Walk Right In *	Stripper (62)
He's Sure the Boy	
News	
Her Paula	Walk Right In *
Alvin Gaby Baby *	Alvin Gaby Baby *
Freud *	Don't Send Me Roses
Miseric	Wolverton Mountains (62)
Bobber's Girl	Show Me Doo
Boys	Stranger I Know
News	
Zip-A-Dee-Dee-Dah	News
Baby You're Driving Me Crazy	Rhythm & Blues
Up On the Roof	Poppa Waddy
Shout (62)	Sherry (62)
Half Bad News	Up On the Roof
Comin' On	Jed Clampett (PW)
Gonna Be Warm	Night Has a Thousand Eyes
News	
Gonna Be Warm	News
Comin' On	Call On Me
You're the Reason (PW)	Goodnight It's Time
Myth of Love *	Rose and Red (62)
Loop De Loop	Tell Him
Half Bad News	Comin' On
Loco-Motion (62)	Zip-A-Dee-Dee-Dah

Our thanks to KJR's Pat O'Day and KAYO's Chris Lane for their permission to present this sample of their programming.

## Focus on the Deejay Scene . . .



POPULAR WITH TEEN-AGERS in the Bay area is KPXJ deejay Dick Stewart, whose weekend TV series mixes public service features, reports on school activities, safety campaigns, charity drives, etc., with pop music. Active too on the record front, Dick has a new version of "I Believe" on wax, which has developed West Coast action. Dick's show is a frequent TV stopover for record artists, from Connie Stevens to Stan Getz, on Connie appearances too. Here Dick interviews a pretty teen fan.

*When They Start To Cover...*

**IT'S A HIT!** On The  
Charts  
Overnight

# THE MATYS BROS.

## "WHO STOLE THE KEESHKA?"

SELECT #719

*Original Smash Hit Version!*

**JUST RELEASED!**

# GUY MITCHELL

## HAVE I TOLD YOU LATELY THAT I LOVE YOU

JOY #273

SHIPPING  
NOW!

**RONNIE THOMPSON**

**PATTY DEAR**

**(SHAME ON YOU)**

SELECT #720



**JOY/SELECT RECORDS**

1619 B'WAY N.Y. 19, N.Y.



# VERVE SPELLS SALES!

# JAZZ

V/V6-8511 ON MY WAY & SHOUTIN' AGAIN COUNT BASIE AND HIS ORCHESTRA Basie's smash return to Verve in an all-new, all-great program of swingers by Neal Hefti!



# WIT

V/V6-15035 HUMOR SEEN THROUGH THE EYES OF JONATHAN WINTERS Best-selling comedian Jonathan Winters adds another great volume to his World Of Wit albums on Verve!



# JAZZ

V/V6-8494 BIG BANO BOSSA NOVA STAN GETZ with The GARY McFARLAND ORCHESTRA Bossa Nova—First on Verve, Best on Verve. Now hear Stan's jazz samba sound with a big band!



# JAZZ

V/V6-8476 BURSTING OUT WITH THE ALL STAR BIG BANO! THE OSCAR PETERSON TRIO The greatest trio in jazz explodes out of the context of a big and swinging band!



# JAZZ

V/V6-8498 TROMBONE JAZZ SAMBA BOB BROOKMEYER The wit and excitement of brass is added to the infectious pulse of bossa nova!



THE JAZZ OF AMERICA IS ON VERVE/THE WIT OF AMERICA IS ON VERVE

# Phono Tape

## MERCHANDISING

BEST SELLING PHONOS • DISK DEALERS  
EQUIPMENT MERCHANDISERS

## Patron Has Extra Cause To Visit Colorful Shop

By BOB LATIMER

ROCHESTER, Minn.—Giving the customer an extra reason for coming to the store, in the form of entertainment, unusual facilities, has been the secret of a six-figure success in merchandising records, stereo phonos and tape recorders at Phil's Electronic Center, in the Northgate Shopping Center here.

Mrs. Della Spornitz, owner, has taken a definite tangent away from the usual audio-cutting channels of customer attraction, in favor of a unique, colorful store which not only attracts more customers to begin with, but keeps them coming back with special privileges, comforts and convenience.

First on the list is the Key Club, a private listening room to the right of the record department, equipped with the best stereo phonograph and stereo tape players which money can buy. Maintained solely for the musical entertainment of customers, the Key Club is patronized entirely by people who have bought stereo equipment priced at \$500 or more. The \$500 purchase entitles them to a key, which is their permanent possession thereafter, and of course, an immediate access into the Key Club listening room. With more than 150 "members," the Key Club has gained tremendous attention, and is often the deciding factor as to whether a customer buys a moderately priced stereo phonograph or invests in a \$500 model.

Naturally, there is a certain amount of prestige involved in being able to exhibit a key from the Key Club, and to invite guests for a pleasant interlude of music, away from the shopping traffic in the big Northgate Shopping Center.

Next, remembering the success which various retailers have had with staging disc jockey shows in the store, Mrs. Spornitz has set up a "Merry Ann Corner" which is a miniature broadcasting studio, glass-walled away from the rest of the store, with a professional level turntable,

multiple speakers for balancing the sound output—which looks for all the world like a real radio broadcasting studio.

Adding extra interest is the fact that the Merry Ann Corner is presided over by Merry Ann Spornitz, Mrs. Spornitz's teen-age daughter, who continuously plugs the top-40 hit numbers from her studio.

Instead of broadcasting over the air, however, the music spun out by the Merry Ann Corner is piped to six sets of stereo headphones, which are tucked into a display fixture on the opposite side of the room. Here, youngsters are seated on comfortable sofa-bed head sets, and relay their requests to Merry Ann Spornitz through an intercom system. The fact that six different records can be played at once, without interfering with each other's listening pleasure, adds selling tremendously, and it does away with all of the usual problems of merchandising to teen-agers, including rowdiness, noisy crows, giggling, incoherent sub-teners and pilferage.

More gimmicks stressed include a bargain attic, built on a mezzanine balcony directly above the main sales floor. Here, all trade-ins are shown, in a setting just as eye-appealing as the main store, with trade-ins scattered at odd angles around the floor, between comfortable lounges, rockers, and chairs. Customers are encouraged to fire up any of these items.

Coffee, tea, and cookies are served continuously and there is always a comfortable lounge or chair within a step or so, to permit customers to relax and listen without problems.

Carrying only a light newspaper advertising schedule, and depending instead upon the high interest and discussion which any of these items which Mrs. Spornitz has neatly doubled her volume, in the short space of two years.

Every element is equally important to the business, including the Merry Ann Corner, and particularly the Key Club, with its constant pull on better income, serious music lovers.

## 19 Consoles For Magnavox

CHICAGO—Magnavox showed 19 new stereo consoles at the annual home furnishings show here last week. The models, according to spokesmen for the firm, incorporate early American styling with 20th century technology.

Nine of the models are included in the so-called "Astro-Sonic" group, featuring "space age" solid state circuitry. Magnavox is offering several stereo theaters including phono, FM, AM, FM stereo radio and black and white 27-inch TV with Astro-Sonic stereo components.

Altogether, the firm is offering 19 new console models which are available in early American, traditional and contemporary cabinets in walnut and mahogany. All units incorporate the micrometric turntable with one-tenth ounce of tracking pressure.

## Emerson Adds Console With Novel Changer

NEW YORK—A wall-mounted, four-speed stereo phonograph with swing-down record changer is a feature model among new, mid-season units added to the Emerson audio product line. The set, Model P1926, is an adaptation of the changer principle now being widely employed in the strictly portable field.

Actually a console in style (it can also be mounted on legs) the unit incorporates design features of various FM stereo radio units introduced to the market last year. The set lists at \$99.95.

Also new to the Emerson line are the Models P1924 and P1925. The former is a portable stereo FM-AM radio, available in assorted colors at \$149.95.

The latter is a console, also with swing-down changer, and is offered at \$169.95. The firm also introduced an *Extramaster* pocket radio at \$19.95 (Model 699); an FM table radio (Model 829) at \$29.95; and an FM-AM table radio (Model 1708) at \$39.95.

## Postpone Dates For West Coast Hi-Fi Music Show

LOS ANGELES—Dates for the High Fidelity Music Show here have been moved back. Raymond Pepe, president of the Institute of High Fidelity Manufacturers, sponsor of the show at the Hotel Ambassador, said last week that show time will be the week of March 11-April 7, rather than March 17 date, as previously announced.

Meanwhile, the San Francisco High Fidelity Show will be staged March 6-10 in the new Palace in that city, as previously announced.

James Logan, show director, said the emphasis will be on "good looks and good sound" and that the show will be under the co-auspices of the Magnetic Recording Industry Association and the Bay area interior decorators.

## EQUIPMENT NEWSLETTER

By DAVID LACHENBRUCH  
Billboard Contributing Editor  
Managing Editor, Television Digest

**TWO HI-FI DEFINITIONS.** Two weeks ago in this column we pointed out that the Federal Trade Commission may be putting itself out on an impossible limb by trying to arrive at a definition for "high fidelity" which would have quasi-legal status. In that column, we said that if definition is desirable or necessary, there should be at least two separate definitions—one to apply to packaged phonographs, the other to hi-fi components.

It turns out that both the package and component hi-fi manufacturers agree with us. The Electronic Industries Association turned in its comments to FCC, without endorsing or recommending, but making it clear that these comments applied to packaged instruments only.

At the same time, Raymond Pepe, president of the Institute of High Fidelity Manufacturers, said his group is working on a separate proposed definition, to apply to component hi-fi instrument systems only. Said Pepe: "I have no objection to any definition the EIA presents for packaged equipment, but not so for components. We want a much more stringent definition for components to protect the buyer." He said IHFM's proposed definition would be submitted in a few weeks.

EIA presented what it called the consensus of most package hi-fi manufacturers. They believe that the minimum standards for a "high fidelity" package instrument should be: (1) Amplifier music power output rating of five watts, (2) Over-all phono system acoustical output of 77 decibels at 100 cycles, 80 decibels at 1,000 cycles and 74 decibels at 8,000 cycles.

Why is a definition of high fidelity so important to the FTC and the trade? Simply because the FTC wants to set up a group of trade practice rules for the high fidelity industry, including definitions of what can be advertised as hi-fi and what cannot. If rules are established, a manufacturer or dealer can be cited for misrepresentation if he advertises as "high fidelity" a phonograph which doesn't meet the minimum standards. Dealers and the general public will be afforded an opportunity to state their views on the subject to the FTC. It's still highly likely that the FTC will receive so many conflicting views on the subject that it will give up entirely.

**NEXT TAPE CARTRIDGE MARKET.** Minnesota Mining & Manufacturing Company, which has been test-marketing its \$450 automatic tape cartridge recorder-player in St. Louis, will add the Minneapolis-St. Paul market next month. This is 3M's home-town territory, and it expects extra good sales here because of the exceptional interest in anything 3M does.

As we reported recently, 3M was happy with sales in St. Louis, but has released no figures. As in St. Louis, the recorder will be offered through selected retail outlets in the Twin Cities—probably through at least one department store chain and one or more music stores—accompanied by extensive local advertising.

By September 1, the portable cartridge machine should be on sale across the nation, in the 25 or 30 top markets. By that time, too, it's expected that 3M may have made a deal to supply cartridge-changer decks to at least one console stereo manufacturer, for use in high-end instruments. By then, there should also be a wider variety of pre-recorded stereo tape cartridges available for the system. (At present, the repertoire consists of 48 best selling Columbia albums.)

Interest in the new system is widespread because it's incompatible with any other music reproduction system now in use—disk, reel-to-reel tape and the RCA cartridge. The industry wants to know whether this system can do what others or whether it will make a bid to replace one or more of them.

**STEREO STABILITY.** No matter how much phonograph sales fluctuate from year to year, the ratio of stereo to mono seems to hold to a quite constant figure. Judging from the history of the last three years, if you're a typical phonograph dealer you can count on selling just about three times as many stereos as mono units.

For the first 11 months of 1962 (full-year statistics aren't available yet), 72 per cent of all phonos sold were stereo, 28 per cent mono. During the same 11-month period of 1961, the proportion was 74 per cent stereo, 26 per cent mono. For the 1960 period, it was 73 per cent to 27 per cent. In 1959, however—when stereo was still growing at a relatively slow rate—the ratio was 60-40.

Phono sales for the first 11 months, incidentally, indicate that 1962 was either a record or near-record year in terms of number of units sold. Distributor-to-dealer sales totaled 3,976,841 units, 18 per cent higher than the similar period in 1961. For November alone, phonograph sales were 31 per cent higher than the same 1961 month.

**MORE PHONOGRAPH TRENDS.** Pilot Radio Corporation, which makes both hi-fi components and "packaged component systems," is moving toward a more popular price range under its new corporate ownership (Derrol Corporation). In 1962, Pilot's consoles ranged in price from \$399.50 to \$1,700. Now Pilot has introduced what is virtually a new lower-priced line—six new models priced from \$299.50 to \$399.50. The two lowest-priced models combine conventional AM-FM tuners, and the remaining four have AM-FM and FM stereo.



THIS INTERESTING SCENE took place as HMS *Mauritania* recently weighed anchor for a West Indian cruise. Passengers shown meeting Captain J. T. Jones (center) are (left to right) Mr. and Mrs. Milton Israeloff, Beacan Record Distributors, Providence; and Mrs. and Mr. W. Whitehead, Jr. A. Walsh Company, Houston. Israeloff and Whitehead were awarded the cruises on the basis of sales and advertising for RCA Camden album "Cruise Along" by British maestro Gerardo, who, coincidentally, is the leader of the band aboard the ship.

Here it Is!

# LITTLE ESTHER'S SMASH LP

(Look at the Charts)



**SPECIAL HIT ALBUM DEAL**  
**BUY 10 - GET 2 FREE!**

**AND FROM  
THIS HIT LP  
A Smashing  
New Single**

**LITTLE ESTHER PHILLIPS**  
**"I REALLY DON'T WANT TO KNOW"**  
**AND**  
**"AM I THAT EASY TO FORGET"**  
**LENOX 5560**

**LENOX**  
RECORDS

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NEW YORK 19, N. Y.  
PL 7-1041

BOB SANS  
PRESIDENT

LELAN ROGERS  
EXECUTIVE VICE PRESIDENT

## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a monitoring study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in its space each week. Each category appears approximately every 14 weeks.

The percentage figures shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales of each dealer, and weighted by size of outlet. Only manufacturers earning 3% or more of the total dealer points are listed below.

### PHONOS LISTING BETWEEN \$31 AND \$60

POSITION	10/27/62 Issue	7/23/62 Issue	BRAND	% OF TOTAL POINTS
1	1	1	Decca	25.0
2	3	—	Masterwork	17.6
3	4	10	RCA Victor	11.2
4	2	2	Voice of Music (V-M)	10.1
5	—	4	Webcor	5.0
6	9	3	Magnovox	4.7
7	5	—	Symphonic	3.6
8	5	4	General Electric	3.3
9	8	8	Majorette	3.1
	9	7	Capitol	3.1
			Others	13.3

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parentheses.

10/27/62 Issue: All brands represented in current chart.

7/28/62 Issue: Admiral (7); Phonola (9).

## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates, each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

**VANGUARD**—Expires January 31, 1963. Started January 14, 1963.

On the new album "The Rooftop Singers" a special 15 per cent discount is offered.

**DOT**—Expires January 31, 1963. Started December 26, 1962.

Three programs: On album: 10 per cent cash discount for mono and 15 per cent for stereo on category A; 15 and 10 per cent on category B albums; and 20 and 25 per cent on category C albums. On EPs: 25 per cent discount. On single price: 20 per cent discount.

**AUDIODISNEY**—Expires February 15, 1963. Started January 1, 1963.

Label is offering one for three on the complete catalog.

**ELECTRA**—Expires February 15, 1963. Started January 1, 1963.

Label is offering a 10 per cent restocking plan on firm's complete catalog.

**LIBERTY-DOLBY**—Expires February 15, 1963. Started December 31, 1962.

All per cent cash discount taken off the face of the invoice on dealer orders. A 15 per cent cash discount on individual dealer orders of 200 or more units. Plan covers new releases plus entire catalog.

**MERCURY**—Expires February 15, 1963. Started January 1, 1963.

Label is offering a 15 per cent with each 100 purchased and on its January release of 30 LPs plus selected items from firm's entire catalog. See page 5, January 5 issue, for details.

**PRESTIGE**—Expires February 15, 1963. Started January 1, 1963.

Label is offering a 10 per cent discount on all Prestige International and Prestige Client product.

**PHILIPS**—Expires February 15, 1963. Started January 1, 1963.

Firm is giving a 10 per cent discount on its entire catalog including new releases.

**EMC**—Expires February 28, 1963. Started January 7, 1963.

Label offers 15 per cent discount on all LP and tape product in the catalog as well as on all new releases.

**CAPITOL**—Expires February 28, 1963. Started January 1, 1963.

Three programs for dealers: One LP for 61 cents for each one purchased at retail price on firm's complete catalog; one LP for 61 cents for each one purchased on the Capitol-of-the-World album series; a flat 20 per cent off the invoice on Capitol Client sales.

**KING**—Expires February 28, 1963. Started December 24, 1962.

Label is offering a 15 per cent cash discount off the face of the invoice on the entire King, Bethlehem and Audio Lab LP catalogs.

**STARDATE**—Expires March 1, 1963. Started January 1, 1963.

The label is offering 120 country items from catalog on a one free for each three purchased deal. Selling aids are offered distributors and dealers.

## Columbia Appoints Sales Managers

NEW YORK—Columbia Record Distributors have named two new phonograph district sales managers to handle sales operations on the firm's Masterworks line of audio products.

Frank Richter, who joined Columbia Records in 1957, takes over the Southern region as well as Baltimore, Cincinnati and Pittsburgh, while R. Lee Dennis will be in charge of the Midwest and Southwestern regions, according to J. J. Harris, manager of phone sales administration.



**DISTAFF** high fidelitarians who like to keep a clean house have always been faced with a problem. The vacuum cleaner blots out most other sounds, including radios, phones and baby's screams. Koss Electronics has the answer as this attractive housewife demonstrates above. Simply plug the lengthy Koss stereo phone leads into an outlet on the set and clean away. The model says it works fine, too.

## Packard Bell Key Is Swing-Out Sound Chambers

LOS ANGELES—"Swing-Out Stereo" is the key feature of the new stereo console line unveiled last week by Packard Bell. The swing-out loudspeakers sound chambers that are recessed into the sides of a cabinet with a space of 4 1/2 feet. With chambers swung out the width becomes seven feet allowing for good stereo spread.

Chambers are also detachable. A compact stereo console, model RPC-22S was presented in three styles and finishes. It's designed to sell for \$429.95. A leader addition to the firm combination line, model 23K-4S was also introduced. Containing 23 inch TV stereo, AM-FM radio and FM stereo, the set lists at \$479.95.

The swing-out model RPC-24S, with six speakers and Garrard turntable, lists at \$425.

## Bill Lee From Coast Joins Lyons & Healy

CHICAGO—Bill Lee, veteran operator in the phonograph-record field, has joined Lyons & Healy here as manager of the hi-fi, TV, radio and record divisions. Lee was with Sherman Clay on the West Coast for 37 years and served for 25 years as manager of the firm's radio, phone, TV and record operations. Pittsburgh-born, Lee earlier was with Brunswick Records.

## VARIETY FAIR IN MANHATTAN

NEW YORK—Record and equipment dealers can get an eyeful of the newest kinds of racks, baskets and other types of store sales aids at the upcoming Variety Merchandise Fair, to be staged here March 10-14. The 25th annual edition of the fair will take place at the New York Trade Show Building. Transistor radios and tape recorders will also be on display, said Jay Thalheim, president of Arthur Tansh Associates, fair manager.

## DEALERS PUSH RECORDER TIE-IN WITH STEREO-FM

CULVER CITY, Calif.—Alert dealers are pushing tape recorders as tie-in sales with stereo-FM tuners. And it's not like pushing peas with peaches; the two go together. Dealers point out that the stereo-FM tuner owner can make "instant stereo" recordings on a tape in the living room with the proper complementary equipment.

This philosophy is being promoted hard by American Concertone, tape recorder manufacturer here. The firm is not only talking about it, they're doing something about it. Specifically, they offer dealers advice on how to make their stores "tape recorder headquarters" in their area.

### The Rundown

Here's the eight-point program American Concertone recommends:

1. Mention the fact that your store is "tape recorder headquarters" in every ad you run. Mention it, even though the ad may be for records, phonographs, or other products.

2. Prepare and mimeograph "simple tips for recording off-the-air." Make it a direct-mail promotion and send it to everyone who buys (or has bought) an FM tuner. Review sales slips from the past year, pick out the tuner buyers and build a good, strong list. Important: don't expect miracles with one mailing. Hit the same list repeatedly—at least three times—with the same appeal.

3. Assign a clerk to the job of "Tape Record Specialist." Have him bone up on instruction manuals. Same with blank tape information. After intensive study, he should have all answers to tape problems at the tip of his tongue. One more thing. Give your specialist incentive by mentioning him in all ads.

4. Devote floor space to a "Tape Recorder Department." This shouldn't take any more space than you're already using, but, by relocating all recorder products in one place, they'll have more display impact.

5. Specify a week as "Tape Recorder Week" and give it some purpose by announcing your intention to answer all questions—at no obligation—for anyone with any interest in tape recording. Promote the idea in display windows and with in-store display, and advertising. Set a realistic budget and get co-operation from your newspaper ad salesman. Let him organize a program (timing and frequency) within your budget. Have him also send a reporter around to get the story. Make it newsworthy by stressing a recorder's multitude of uses.

6. Unspool ten reels of tape in your display window. It makes a surprisingly big pile. Give a prize (\$25 worth of tape) to the person who guesses closest to the number of inches of tape in the pile. Post the guesses on a bulletin board in your tape recorder department to spark interest.

## Ruth Lyons Fund Nets \$381,656.71 For Area Hospitals

CINCINNATI—Final last week revealed that Ruth Lyons, star of the "50-50 Club" on WLW radio and TV and affiliated Crowley stations in Dayton, Cincinnati, Ohio, and Indianapolis, raised \$381,656.71 in her 1962 Christmas Fund Drive, exceeding by \$27,406.71 the record mark set last year.

The drive began annually October 4, Miss Lyons' birthday, and ends at Christmas time, offering from the drive are 59 hospitals in the Tri-State area of Ohio, Indiana and Kentucky. Miss Lyons began her drive in 1939. Since 1952 she has distributed hospitals a total of \$2,256,749.69.

## De Rougemont To New Europe Post

NEW YORK—V. Peter de Rougemont has been named vice-president of European operations for Columbia, Harvey Schein, vice-president and general manager of the label's international wing, announced. De Rougemont was reassigned from his former post of vice-president, Latin-American Operations.

The new vice-president will direct Columbia's growing operations throughout Europe. He joined Columbia in 1953 and has been director of the firm's three wholly owned Latin-American subsidiaries. Most recently, he supervised the opening of Columbia's Buenos Aires recording studios.



**SALES STARTER:** Display by category, so effective in disk sales, is extended to accessories. Head the dealer corner with recorders, storage albums, record cleaners, blank and record tapes and poly-bag album covers in one neat shelf arrangement. One purchase suggests another.

# 4 NEW MODELS

FOR SPRING SALES  
FROM YOUR NEWEST PROFIT LINE

Masterwork now brings you 4 exciting new models to supplement your newest best selling line. Perfectly filling in the price brackets where you do the most volume, these new models will really put the "spring" in your Spring merchandising.



**1820-W**  
**CUSTOM STEREPHONIC HIGH FIDELITY  
CONSOLE WITH AM-FM RADIO**

The Masterwork "Baby Grand," THE sound buy for '63! Handwood decorator-designed, 38" oiled walnut cabinet, 4 speakers, a dual channel amplifier, high compliance cartridge, custom automatic V-M changer, twin stylus, full AM-FM broadcast bands, AFC for locked-in-tuning and lots more! For price, well, there's nothing like it on the market today!



**1611**  
**DELUXE AUTOMATIC STEREPHONIC  
PORTABLE WITH AM-FM RADIO**

This brown and tan beauty really has all the answers. Four magnificent speakers provide stunning stereo sound while the 7 tube chassis gives you complete AM and FM broadcast bands. Five easy-to-reach controls, a custom V-M changer, built-in AM-FM antennae, Automatic Frequency Control for "no-drift" tuning, a diamond stylus, high-compliance cartridge and a terminal for external antennae are just a few of the many extras.

Mfr's suggested list price \$129.95



**1609**  
**THE REVOLUTIONARY "DROP-A-MATIC"**

This 2 wing stereo automatic portable contains the latest in modern design with its "drop-a-matic" changer! Also included are two 6" speakers, a diamond and sapphire needle, high compliance stereo cartridge, power pecked amplifiers and a fabric-coated all wood cabinet for superior resonant sound. A fantastic value at \$79.95

Mfr's suggested list price

**2050W**  
**TABLE MODEL AM-FM CLOCK RADIO**

For beauty and practical convenience here's THE 2 in 1 model. A magnificent table radio in a complete all wood, oiled walnut cabinet. Complete AM-FM broadcast bands with Automatic Frequency Control for drift-free reception. 6" concert tone speaker. That's not all... you can also use this fabulous unit as a clock, as a wake-up alarm, as a buzzer alarm, as a go-to-sleep radio or just as a radio. \$89.95

Mfr's suggested list price



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KGEM, Boise; WAAT, Trantmon, KXLY & KNEV, Spokane; rapidly growing WDAS, Philadelphia; WCAM, Camden; WEZ, Chester; WRSA, Lacey, KSSE, Okinawa; Miami, Maine & Canada.

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type record

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## • REVIEWS OF NEW SINGLES

• Continued from page 37

## GAYLE HARRIS

\*\*\* Here Comes the Hurt (Parlo-  
phon, ASCAP) (2:10) — \*\*\*  
Don't You Love Me No More (Parlo-  
phon, ASCAP) (2:08), CARTON  
584

## THE DREAMERS

\*\*\* Because of You (Gower,  
BMI) (2:10)—\*\*\* Little Girl (Coun-  
ins, BMI) (2:25), MAY 133

## COUNTRY

## AL HORN

\*\*\* It's Much Too Soon (Aston,  
BMI) (2:20) — \*\*\* Where Does  
Love Go (Wandor, BMI) (2:30), DO-  
RA-NE 1424

## JAN AND PATTI NORTH

\*\*\* Sittin' and Thinkin' (Van-  
dome, BMI) (1:45) — \*\*\* Paper  
Heart (Vandome, BMI) (2:16), BRIAR  
140

## THE DIXIELANDERS

\*\*\* The Tool (Aston, BMI)  
(2:10)—\*\*\* I'll Watch Your Light  
Grow Dimmer (Aston, BMI) (2:23),  
DO-RA-NE 1420

## LONESOME FINE FIDDLES

\*\*\* Hello Mr. Bando (Starday,  
BMI) (2:40) — \*\*\* Coal Dust  
Blues (Starday, BMI) (2:21), STA-  
DAY 614

## JACKIE DE SHANNON

\*\*\* Faded Love (Hill & Range,  
BMI) (2:40) — \*\*\* Nana  
Forgives (Lola-Bell, BMI) (2:44),  
BETHELEHEM 3000

## LILA LOU

\*\*\* I Can't Depend on You  
(Lola, BMI) (2:10) — \*\*\* Nana  
Forgives (Lola-Bell, BMI) (2:44),  
BETHELEHEM 3000

## WADE RAY

\*\*\* Sorel Desire (Dandelion,  
BMI) (2:40)—\*\*\* Too Red Lips  
(Fairway, BMI) (2:02), FABOR 115

## GORDON TERRY

\*\*\* I Who I Sold That  
(Pomper, BMI) (2:42)—\*\*\* In a  
Moment (Metric Music, BMI) (2:16),  
LIBERTY 5553

BREAKING BIG  
"SAX FIFTH AVENUE"

Sensational New WARNER BROS. Record Release  
Sheet Music Available

RADIO-ACTIVE MUSIC PUBLISHING CORP.,  
P. O. Box 558 North Hollywood, California

## FERLIN HUSKY

\*\*\* My Reason for Living (Cen-  
tral Songs, BMI) (2:12)—\*\*\* You  
Hurt Me (Moss Ross, BMI) (2:32),  
CAPITO 4966

## RHYTHM &amp; BLUES

## JACKIE SHANE

\*\*\* Sticks and Stones (Tange-  
line, BMI) (2:40)—\*\*\* Any Other  
Way (East-Bate, BMI) (2:25), SUE 776

## PLAYBOY PETE

\*\*\* Blind Date (Parts I & II)  
(Arkey-Sreen, BMI) (2:15, 2:16), ZAN-  
DAN 301

## AMOS NIELSEN JR.

\*\*\* Look at a Fool (LeBlau, BMI)  
(2:32)—\*\*\* Ghetto (LeBlau, BMI)  
(2:07), READER 105

## JAZZ

## BOB BROOKMEYER

\*\*\* A Follies (Jazzpachet-  
Rosa, ASCAP) (3:32) — \*\*\*  
Muttie on the Loose (Miller,  
ASCAP) (2:52), VERVE 10322

## HEER STEWARD

\*\*\* Blues for a Hunkin' (Ha-  
well, BMI) (2:05) — \*\*\* Blues  
Theme (Hawaii, BMI) (2:13), AYA  
115

## A SMASH!

YOU'RE THE REASON  
I'M LIVING

N/w

NOW YOU'RE GONE  
C 4870

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YOUR *Holiday*  
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and **SWEEPING** the Country

"EVERY DAY I  
HAVE TO CRY"  
STEVE ALAIMO

CHECKER 1032

Just Busted in L. A. and Boston

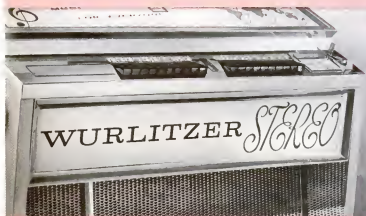
**CHESS** PRODUCING CORP.  
2120 Michigan Ave.,  
Chicago 16, Ill.





#### NEW DOME DISPLAY

Here is a colorful and compelling invitation to play the 2700. It can be used for location personalization — to feature album cover in conjunction with Music of the Week or Ten Top Tunes. Limitless color combinations.



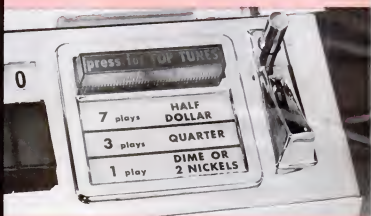
#### WURLITZER PROMOTION PANEL — A REAL EXTRA PLAY PRODUCER

Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereo Music, promotes play. Panel releases downward for access to switch banks and fluorescent tube or grille color shield.



#### HIGH SPEED TITLE STRIP CHANGING

With dome raised, entire hinged program unit drops to a vertical position. V-shape of each section makes title strips easily accessible — saves service time. Tone arm adjustment and needle changing are high speed operations, too.



#### GOLDEN SELECTOR BAR FOR TEN TOP TUNES FEATURE

To the greatest play stimulating feature ever Wurlitzer has added even more appeal. Deposit a half-dollar, the Golden Bar glowingly displays the message "Press For Top Tunes." Pressing the bar extinguishes the light, starts the Top Tunes playing.

## Every Wurlitzer 2700 Feature is Money in the Bank for You

The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check all the new features yourself. Compare what you hear and what you see and you'll quickly agree . . .

**WURLITZER** has the Winner for 1963

# LOOK OUT TO SET GOOD MARK

## 68 Firms Show at Trade Exposition

By ART ROSETT

LONDON—Coinmen from all over the United Kingdom and Europe in record numbers are expected to pack the new Royal Horticultural Hall here Tuesday (28) when the 19th Annual Amusement Trade Exhibition opens its three-day run. The show is the largest exhibition of coin-operated equipment in Europe.

Every square inch of space has long been sold out, with various important exhibitors being forced to take space on a floor at the Mottin Hotel, Portman Street, London, W.1, in order to cash in on this showing. These exhibitors, Seeburg (Great Britain, Ltd.), and Ditchburn Equipment, Ltd., (Wurliizer Distributors), among others, have arranged to have men carrying sandwich boards announcing their location, and will also have minibuses leaving the Royal Horticultural Hall every 30 minutes, shuttling prospects over to the Mottin Hotel.

Paradoxically, there are three less exhibitors in the hall this year than last year. Last year 71 firms showed their wares. This year the number is reduced to 68, with these latter being allocated more space.

**Payout Boom**  
With various types of payout machines enjoying legality and popularity throughout the Kingdom, and many other areas throughout Europe, England today is enjoying an unprecedented boom with this type of equipment.

Firms are loath to divulge

their names publicly in quoting volume figures, but it is generally known that one concern which started out only a few years ago, is now doing an annual turnover of more than \$5 million (2 million pounds sterling), and yet another concern, one of the oldest in the business here, which even has its own finance company, is said to do upwards of \$8 million (4 million pounds sterling). These are distributors who buy and sell equipment and also maintain their own routes.

One operator has more than 1,400 locations. And these are the people with that kind of background who will open what promises in this hemisphere to be the most exciting event of the year when the doors are flung open for the 19th Annual Amusement Trade Exhibition.

**Complete Line**  
Photograph Equipment, Ltd., has taken stands numbered from 91 to 96, and will show a complete line of juke boxes, fruit machines, pin tables, bingos and arcade equipment. Under the direction of Gordon Marks and Cyril Shack, these young men

(Continued on page 56)

## Italians Get Look At New Seeburg

MILAN—The new Seeburg LP Console models were presented to Italian distributors by Delbert Coleman, president, and Bert, vice-president, along with Seeburg of Italy, represented by Giuseppe Plasqueti, at a special show in the Hotel Calia here. In addition to the various versions of the new model, a live show accompanied by juke box music was presented.

JOHN SINGLETON, secretary and general manager of the ATE, is the prime mover behind the coin machine trade show, which gets under way next week in the New Royal Horticultural Hall, London.

# British Firms Stymied in Jarring Help Ops

By DON WEDGE

LONDON—British records firms are busy wooing juke box operators but all would feel happy if they were better served with information about their needs and even the number of boxes in use. Estimates of the latter vary wildly. One disk executive said, "There are to be 10,000 juke boxes; it seems to be down to 5,000," at the other extreme, a rival estimated the number "about 25,000." Operators have to be licensed—British copyright law allows for a mechanical right to be reviewed by Phonographic Performance Limited. With a constantly changing turn-over, secretary H. G. S. Gilbert estimated 20,000 boxes were licensed.

One operator has a bulk license for 2,000 and there were several others in the region of 300-500 boxes.

**Deca Probe**

Like everything else in the thriving British disk industry, all arms are continually being reviewed. Deca, this month, is conducting another investigation into the juke box situation.

All major firms recognize that valuable sales can

come through the coin industry. But on the whole only the biggest hits get on to all boxes. Operators say the disk firms are far from being pioneers.

Some time ago, EMI experimented by releasing an American hit which stood a good chance of repeating here, and promoting it in no other way than through juke boxes.

**EMI Role**

Nevertheless, EMI is probably the most active in working with operators. It has a full-time man, assigned to the coin industry—the only firm to do so.

Faber spends much of his time visiting operators and working with them. He organizes dispatch of information of EMI record releases thought likely to be of use on juke boxes. Large operators also get advance copies.

Other firms provide a similar service. The Decca group issues a "juke box change-over" list of the singles from its weekly issues considered most suitable.

Additionally, one of its Sunday evening Radio 1 and embourgeois programs is directed at the juke trade highlighting one special release.

## Coin Machine OPERATING

\* MUSIC MACHINE PROGRAMMING \* DOUBLE PLAY DISKS  
\* RECENT STEREO RELEASES \* BULK VENDING

## MOA Observer to Attend ATE Show

OAKLAND, Calif.—Henry J. Leyer, left this week for London as official representative of the president of the Music Operators of America to the International convention and exposition of coin machines and phonographs in London.

Leyer, president of the 10-year old Associate Coin Amusement Company, Inc., here, is believed to be the only industry representative from the West Coast to attend the event. Harry Snodgrass, MOA president, of Boulder, Colo., is believed to be the only industry representative from the East Coast to attend the event. Harry Snodgrass, MOA president, of Boulder, Colo., is believed to be the only industry representative from the East Coast to attend the event.

One of his functions is to develop closer relationships between the MOA and his counterparts abroad. He will look for new ideas, and exchange thinking with firms in 10 west European countries, including England, Belgium, Denmark, Germany, Austria, Italy, Switzerland, Spain, Portugal, and France. He is expected to return to California by March 1.

Leyer believes that the full potential of the coin music field has not even begun to be realized. He looks forward to the day when the industry will assume its rightful place as an arm of the entertainment industry, along with radio, television, the stage and the screen.

**Poor Organization**

The greatest handicap to overcome in this country, Leyer says, is poor organization and lack of sufficient capitalization.

"The industry is characterized by a myriad of small companies. This is good up to a point, he says. The really "big things"

which are open to industry development cannot be realized without larger, national concerns with capitalization and outlets. Leyer will not reveal what he has in mind under his "big things" label, because "we are doing some thinking and are not prepared to break action on this as yet."

The present status could mean destruction. Music operators can take a page from the book of the vending machine owner, who is far better organized. Public relations within the industry are poor, its status is low in entertainment circles. There is a great deal more to be done than simply installing machines and changing records, Leyer says.

A national company could sponsor radio and television programs to exploit artists featured on the disks, and more could be done to elevate the status, he added.

**Expansion**

ACA, as his company is known familiarly, is not being inactive. Just completing its tenth year, Leyer last June consolidated with a Los Angeles firm to form a Southern division. The former BBC Vending Company of Los Angeles is expanding its headquarters with the construction of a 5,000 square foot addition to the plant at 1122 East 14th St., there. Herman Bied, formerly president of BBC, is vice-president of ACA and manager of the new division.

ACA only a year ago moved to a modern building in Oakland, and opened a branch in Monterey two and a half years ago, and in Fresno 18 months ago.

"This is only the beginning of what we have in mind," says (Continued on page 56)

## Royalty Fight On as Celler Brings in Bills

• Continued from page 1

The new H. R. 1045 will duplicate last session's latecomer, H. R. 12,450, which would not only provide for performance royalty payment by juke box operators, but would set up a trustee arrangement for collection and distribution of fees they would eventually decide upon.

Royalty amounts suggested under the legislation are \$5 per year per machine for the first year, for the next four years, royalty of not less than \$5 and not more than \$25 per year for total performance collection (which would cover payment to all performing rights collectors). At the end of the five-year period, the trustees can determine the amounts to be paid in the next five-year period.

Trustees to administer the performance money collection would consist of a three-man

(Continued on page 56)

GEORGE A. HINCKER has been named advertising and sales promotion manager of the Rock-Ola Manufacturing Company, replacing Ralph Wycoff, who resigned. This marks Hincker's second tour of duty with Rock-Ola. He returns after an absence of two years.

Efforts are being made to co-operate with the operators but largely because of sales that follow. The fact of an exploitation is differently interpreted, but certainly no one views it with any more the importance of radio and television.

EMI Records general marketing manager Ron White, with the American hit experiment behind him, reasons that the promotion value is low although juke boxes are an important sales outlet. Les Cocks, Pye Records' assistant general manager, regards them as a "form of exploitation worth a service equivalent of boxes now installed in taverns took to a branch of the population which might not otherwise hear them."

Deca's position seems somewhere between the two. "We assume that juke boxes do play a small share in promotion, but no further," one executive said. "We find difficulty in getting information from operators that would better enable us to serve them."

None of the major firms has ever issued a disk specially for the juke boxes. Last year, however, one of the smaller independents did try it—Ember issued tracks from some of its albums mainly by long established disk names, in a special series.

# these leading firms THE 19TH ANNUAL AMUSEMENT

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Seeburg and other exhibitors will be holding their own special show of new equipment, including phonographs, at the Mostyn Hotel, London, W.1. You are cordially invited to come along between 10 a.m. and 7.00 p.m. on any day from January 29th-31st inclusive. Please note that regular free transport will be provided between the Mostyn Hotel and Horticultural Hall.



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# London Show to Set Crowd Mark

Continued from page 53

with their energy and initiative, have zoomed the firm to a position where it is now one of the leaders of the industry in Great Britain. They introduced the Swiss manufactured juke box (Jupiter) to England, and the newest models of this machine will be on display.

They will also show Bally Bingos, Twist, and Shoot-A-Line with the latest features. Included will be a firm showing of the new Bally Treble Chance, Sega, the Japanese - manufactured fruit machine will be displayed including the models Diamond Star, Bonanza Star, 7-7-7 21 Bell and Mad Money. These machines take a 6-penny piece. The Copper Sega is equipped for the British 1-penny piece.

Photographic Equipment carry a complete line of spare parts for all equipment. It is Eng-

land's distributor for Williams pin tables, and the latest models of Williams will be displayed. To keep pace with its expanding business, the company recently purchased a building that takes up almost an entire city block. This building is now in the process of being remodeled, and when completed, will hold their entire warehousing, maintenance and office quarters.

Conway Exhibits, Ltd., who will occupy a position in the foyer at the show, will introduce a new version of the roulette table specially designed for England. In order to be operating legally, the most important stipulation of the Gaming Act is that all players must have an equal chance—that the odds must be favorable for everybody, and to this end, there are only 12 numbers on the table and

12 numbers on the roulette wheel which are duplicated three times, accounting for the 36 positions on the wheel.

The normal zero is now taken by a perlon marked "0" for replay. There are only three odds —1 to 1, 5 to 1 and 2 to 1. The game is simple and requires no special crapsmanship from the gaming laws have been adjusted and altered in England, the Roulette table should become a popular item here in many clubs.

Auto-Slot (Sales), Ltd., will occupy Stands 3 and 4. Displayed for the first time will be the new Fanfar Silver Stereo 100. Photograph manufactured by Lowen Automaten in its modern factory at Bingen-Rhine, West Germany. An outstanding feature of this machine is the six matched speakers which provide superb reproduction from the newly designed 30-watt amplifier unit.

## Pachinko Shows

Also exhibited is an original Japanese Pachinko machine recently featured in a TV documentary film and now imported for the first time into the U.K.

Another new arrival to the British market and displayed on the stand will be a new Electronic Reaction Tester by Lowen Automaten which records accurately to an eighth of a second reaction time to both sight and sound.

Also displayed will be a wide range of over 20 different types of West German wall amusement machines completely reconditioned and collected in our own workshop to English coinage.

Finally there will be the usual Spins Bar carrying a comprehensive stock of spares and accessories for nearly all West German amusement machines.

On the Philip Shefras stand will be seen the latest in Arcade type machines. The Royal Ascot is a 12-sided horse racing machine which operates on a continuous basis, making three payouts in each cycle. It measures inches in diameter. Buckley of Chicago has made a new fruit for the Arcade market. This is the Copper King which embodies all the latest developments as the front opener, bent coin rejector, criss cross payout and specially designed stands are also available.

In addition to a range of British and German wall machines of the traditional pattern, some American amusement machines will be on show. A coin changer of a special pattern which gives coppers and silver and coppers in exchange for silver coins. This is designed to go

JOHN H. HENDERSON, general manager of the new Seaburg affiliate in the United Kingdom, Seaburg (Great Britain), Ltd., explains the new Seaburg UP Console to a group of British operators. Henderson worked for a subsidiary of Guest Keen and Nettleford, Joseph Sankey & Sons, in sales and engineering. He also headed his own operating company.

into machine stands so that it need never be hand filled.

Philip Shefras carry a complete line of spare parts and their spares service include Bingos, Fruit, German wall machines and American amusement machines of various types.

## Melroy Display

Melroy Automatics, Ltd., specializing in payout machines of various types will display its newest merchandise at Stands 121 to 124. According to R. Scheutman, managing director, Melroy will show the Select-A-Fruit machine made by its associate company, J. White (autos) Ltd., and the Las Vegas penny fruit machine made by Melroy. Also on display will be a selection comprising of wall payout machines similar to the Kansas City, and an addition, Lucky Dice.

Morris Shefras & Sons, Ltd., at Stands 63-65 will display a selection of new and reconditioned machines. It will introduce a completely new 1-penny fruit machine of American manufacture. It will also display bingo equipment, including hand-operated cages, and a new combined bingo blower and indicator unit.

An improved version of a 6-penny bent coin rejector that will fit any Mills or Seag. Morris Shefras & Sons has introduced the new model to intensive tests over a period of several months before introducing it to the public. The company will also have

on display a complete section for spare parts.

Kraft's Automatics, Ltd., at Stands 5-9 is displaying the following equipment:

PHOTOMET: Automatic Photo Studio.

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MILLS & JENNINGS, 1d & 6d Fruit Machines. Rebuilt and refinished to usual high standard.

LATEST UP-RIGHT Fruit Machines; by K E E N Y, BALLY, GAMES, etc. All the latest and latest in American British arcade equipment; S H O O T E R S, MINIATURE BOWLERS, and games of skill and amusement.

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TEN PINS, 1d play console depicting bowling—2 to 12 pay-out. With top display flaps.

WALL MACHINES: Roto-fruit, Points Pool, ElectroDart, 1d play 3 to 12 pay-out.

NEW MACHINES to be introduced at the show: Royal Ascot and Autofruit with full mirrored display glass, a new sequence interrupter motor, five-slot 2 to 12 pay-out. Stay-Kleen laminated plastic case. Pay-out percentage regulator and "Easy Win" Device.

Many types of payout machines with Tote or Fruit symbols. Motors and spares for all machines.

Edwin Hall & Company specializing in kiddie rides, at stands b-9, Dias, will show a line of ancient cars, coin oper-

(Continued on page 56)

MUSIC		GAMES	
Seaburg Q160	\$745	Williams Time Gun	\$245
Seaburg Q161	565	Williams Official Baseball	245
Seaburg V16	225	Bally Ball Park	265
Seaburg MV 1200	225	United 52 Bonus Baseball	265
Rock-Ola 1555	225	CC Starline Shuffle 150H	445
Rock-Ola 1445	225	CC Starline Shuffle 150H	445
AMI JAI 1001	365	United Atlas Shuffle	125
AMI JAI 1004	365	Roto De Lene Club	125
AMI Q120	195	Bally Club	195
Wurlitzer 2204	295	CC Continental 116 R	895
Wurlitzer 2100	295	CC Pinmasa 116 R	745
Wurlitzer 2150	295	Rock-Ola 1445	225
Wurlitzer 2104	295	Bally Chatterbox 14 R	495
Wurlitzer 2000	295	Bally Lucky 14 R	265

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# Small British Ops Hurting

LONDON—Size pays off in juke box operation here, with the small operator at a distinct disadvantage as compared with his larger competitor. Within the past year all disk major firms have come into line by allowing large—but only large—operators the opportunity of buying records at wholesale rates.

All boxes have to be licensed for mechanical performance. In view of the administrative saving involved, Phonographic Performance Limited, the collecting agent, was able to cut the standard price of \$20.55 a year to little as \$12.88 for multiple operators.

## Three-Way Split

Income from this source is split three ways. Primarily it is shared by the artists and record company, but an allowance goes to musicians. There is no legal requirement attached to the latter, but the disk firms felt it morally right to make the provision.

H. G. S. Gilbert, secretary of Phonographic Performance, feels that 1963 will see a boom in the juke industry. The tax cut—involving a drop of at least 10 per cent on over-all prices of both phonographs and disks—was one of the beginning of the juke box side of the industry.

"The demand for music is growing," he said. "Economic conditions are settling down again and higher purchase terms should ease. Cheaper machines, particularly from the continent, are becoming more readily available enabling smaller sites to be opened up."

Additionally, the relaxing of the gambling laws two years ago brought a great demand for fruit machines and the like. This has largely been met now, and more money will be available for the juke box side of the industry. "Gibbs was on." It has been growing quickly since 1955, but now steadily. Conditions now seem set for another rapid advance.

# INTERNATIONAL BUY-WORD FOR QUALITY...

# RUNYON

## Sales Co., Inc. International, Inc.

### RUNYON SALES CO., INC.

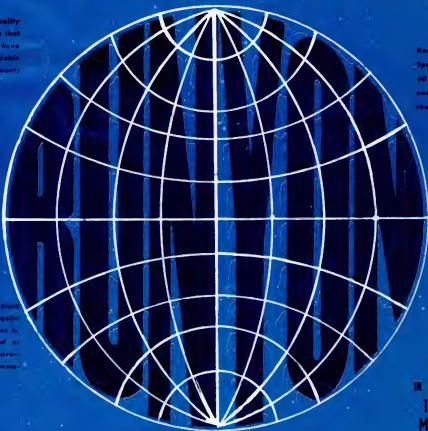
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Our policy has always been quality at a competitive price. Towards that end our over 300 employees have built up a reputation for dependable service to our thousands of customers for more than 40 years.

Runyon distributes the leading money boxes throughout New York, New Jersey and Connecticut. These lines include:

AMI, ROWE, BALL,  
IRVING KAYE CO.,  
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SHUFFLEBOARD,  
KEENEY, MIDWAY,  
ALL-TECH & TECHNO-  
VENDING.

In addition, we maintain a complete inventory of all types of used equipment which may be purchased as is, refinished, factory reconditioned or any way you wish. What's more, we can handle your problem immediately.



Runyon International, with offices in Springfield, N. J., serves more than 60 countries around the globe. In each shipment every machine bears the Runyon stamp of quality!

Runyon is known throughout the world as a leader in the export field. In fact, we consider ourselves specialists in this area.

Why not cable us today for our complete inventory list.

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IN SPRINGFIELD, N. J.  
THE WORLD'S  
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Complete and Ready To Go At The Best Prices Ever Offered

1 Around the World...	\$235.00
1 Allie	75.00
2 Beauty Contest	75.00
1 Cuts Cross Hockey	150.00
3 Caraville	295.00
1 Club House	160.00
2 Great Words	115.00
1 Cigarette	385.00
1 Cover Girl	335.00
1 Dancing Doll	195.00
2 Darts	175.00
1 Double Barrel	330.00
3 Flats	175.00
1 Golden Bell	120.00
1 Golden Gloves	135.00
3 Hit Wires	140.00
2 Hit	50.00
1 Hit Wires	210.00
1 Hollywood	285.00
2 Jangle	175.00
1 Jangle	385.00
1 Kamalee	175.00
1 Magic Clock	365.00
1 Magic Man	310.00
1 Race Time	200.00
1 Race	250.00
1 Saver	145.00
4 Saver	215.00
1 Shooting Star	440.00
1 Spot & Card	145.00
1 Top Spin	195.00
1 Super Circus	335.00
1 Spot Pool	115.00
10 Tradewinds	325.00
3 Ten Spin	280.00
3 Ten	100.00
10 The Tac Toe	145.00
1 Turf Champ	125.00
1 Twenty-One	160.00
3 Cakes	200.00
10 Willy Target Ball	350.00
1 Wallart	295.00
1 World Beauty	175.00
1 Wagon Train	215.00
4 World Series 62	145.00
10 Willy Baseball	350.00
1 Short Stop	195.00
3 Official Baseball	245.00
10 Ball Tapping	350.00
1 Killy Tapping Practice	175.00
1 Hit Star Slapper	55.00

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#### WRITE FOR PRICES

Carnival Midway  
Tom Tom  
Midway Target  
Solitaire - Target Player  
4 Rows

All Prices Quoted C.W.T. F.O.B. Price

### WIRE-PHONE-WRITE TODAY

Send for Complete Lists from World's Largest Inventory

### ARCADES-GAMES-BINGOS

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### DAVID ROSEN

Exclusive in the U.S.A.  
155 CHANDLER STREET, WILMA, 22, PA.  
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when answering ads . . .

Say You Saw It in Billboard



ALL IN THE FAMILY—Morris Shefras, left, senior director of Morris Shefras & Sons, Ltd., and his sons, John, center, and Michael, junior directors of the firm, will play major roles in the Amusement Trades Exhibition in London. The senior Shefras is on the ATE board of directors.

## Ops Root for Tenn. Bar Drink OK

By ELTON WHISENHUNT

MEMPHIS—In most States of the Union, the tavern is the prime juke box and amusement machine location. One of the few exceptions is Tennessee, where the sale of mixed drinks over the bar is illegal.

The mixed drink ban has limited juke box locations to establishments serving beer and wine, to restaurants, and to teen-age stops. The big location, which serves alcoholic beverages over the bar, is non-existent.

This condition may change as a bill permitting cities to have local option on mixed drinks is expected to be introduced in the Tennessee Legislature this week.

If the bill were passed, it would provide more locations and bring more tourist and convention dollars to the State, helping business all down the line.

### Tax Revenue

But one of the main things it would help would be the State and local government by bringing in much needed tax revenue.

Residents of the four largest cities in the State—Memphis,

Nashville, Knoxville and Chattanooga—have been hard-hit in recent years with rising taxes on the home owner. Average house notes in Memphis, for example, have gone up \$10 per month in the past five years.

Legislators which favor the bill point out it would provide a good source of revenue for city governments and the State.

The Nashville Legislative delegation was drawing a bill to introduce and sponsor this week, according to Capitol Hill reports.

### Memphis Delegation

A survey of the Memphis Legislative delegation—largest in the State with 17 members—showed nine were in favor, four declined comment and four could not be reached.

Rep. Martin Spruiell, for example, favors such legislation and proposes that places selling mixed drinks be required to buy a license for \$1000 and the city collect a tax of 5 cents per drink.

In Memphis, Nashville, Chattanooga, and a few smaller cities about the State, liquor is sold by the bottle. The State has the local option law—if a majority

of citizens in a county vote for it, liquor can be sold by the bottle.

### Looks Good

The mixed drink across the bar has been a burning and controversial issue in the State for years. Several attempts to get such a law passed in recent sessions of the Legislature have failed. But all agree this year looks more favorable than the others.

The restaurant and hotel associations are known to be backing the legislation and are using their most persuasive arguments on legislators.

Such a bill would greatly help operators in Memphis and the other larger cities in the State because many operators have lost several locations each in the past year or so to urban renewal and expressway rights of way.

For example, Rep. James F. Schaeffer of Memphis said: "I would favor letting mixed drinks be sold in eating places where no more than 50 per cent of the gross comes from liquor. I would not want to see the town with bars or taverns on every corner."

If a liquor bill is passed this session, it appears it would be a restrictive one—with large restaurants and hotels allowed to serve mixed drinks.

### Restrictions

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If a liquor bill is passed this session, it appears it would be a restrictive one—with large restaurants and hotels allowed to serve mixed drinks.

## SAPAR TO MULL ROYALTY DEALS

ROME—SAPAR, Italian coin machine association, and SIAE, Italian Society of Authors and Publishers, will meet again at the end of January in their fifth session to redefine royalty agreements governing juke boxes. It has been agreed to date that payments will be fixed by quarters beginning in January, April, July and October with rates adjusted to seasonal business. One of the present points in negotiation is revision of responsibility to include the operator of the locale in equal standing with the owner of the juke box.

## Losses Follow Falling Walls

DENVER—At least half of the push locations in the city will lose several prime locations as a result of an urban redevelopment program projected for the Lower Denver downtown district.

Whole blocks of old buildings in what was formerly the heart of the city will be demolished to make room for quarter super highway exits and shopping malls.

While the areas involved are primarily ancient red brick buildings near the condemnation stage, most of them house taverns which show an extremely high-play level, particularly those along Larimer Street. Arapahoe and other major fun centers of the past.

More than one Denver operator would trade supposedly push locations in new bars, cocktail lounges and restaurants, for the taverns in the lower Denver industrial district.

## Freestone Joins

### Atlas Sales Staff

DES MOINES—Tom Freestone has joined the sales staff of the Des Moines branch of the Atlas Music Company, Chicago-based distributor for Rowe AMI photographs and vending equipment, Valley pool tables, and United and Gottlieb games.

Freestone, formerly with the Des Moines branch of the Sander Distributing Company, has also operated a route in Iowa City.

## BE CERTAIN TO STOP AT BILLBOARD'S STAND!

When you visit the Amusement Trades Show

• Europe's Most Important Coin Machine Event

New Royal Horticultural Hall  
London, England—January 29-January 31

• Pick Up The Latest Jet-Flown Issue of Billboard With Our Compliments. We look forward to seeing you.

Arthur Rosen, European Director  
Aaron Sternfeld, Coin Machine Editor  
Frank Luppin, International Director

## See Legalization Of Italy Pinball

ROME—An indication that a new law to permit the installation of pinball machines in Italy is imminent can be seen in two laws in the winter of 1962 by the Ministry of the Interior and the prevalence of advertising for new apparatus in Automata, the magazine of the machine organization.

In an editorial, "The Long Way Drags On," the magazine pointed out that the ministry along with a new licensing bill has issued a statement denouncing the misuse of the licensing power in the past. Says the editorial, "Until today the rights of citizens and the liberty of private economic initiative have been impeded by impositions for other reasons than those important and essential to security."

WASHINGTON—In the wake of recent nationwide IRS crackdown on gaming pinball machines, the State of Maryland has launched one of its own. A specially appointed study committee has recommended to Gov. J. Millard Tawes that complete abolition of gaming pinball machines as well as slots and commercial bingo be effected "as promptly as possible."

A Maryland roundup of the gambling-type pins with multiple odds and free play, took place in Prince George's County earlier this month, led by Sheriff William J. Jamieson and State Attorney Arthur A. Marshall. Gambling is against the law in Prince George's, and under the Maryland Wheatley Law, possession of a \$250 federal gambling stamp is prima facie evidence of gambling. Several tavern operators were arrested in connection with the raid, and a court test of the Wheatley law should result.

A Maryland committee set up to study the gaming situation in Maryland was divided on how fast the elimination of slots in the four counties where they are legal should be arranged. Based on recent information, there are reportedly close to 5,000 slots in the four Southern Maryland counties, plus nine commercial bingo setups in Anne Arundel County.

These counties last year de-

# Platter Specials on Music Menu

DENVER—What's the best merchandising tool for building play in restaurants and bars?

Most operators have different answers for that question, such as effectively shilling the host, a good prominent location, plenty of wall boxes, etc.

Tony Lucero, suburban operator, however, has a different answer—in the form of a mimeographed music menu which he asks location owners, bartenders, waitresses, etc., to distribute on tables, in booths, along the bar, as each record change is made.

## Top Hits First

It takes Lucero and his office girl only a few half hours per month to turn out concise messages which list "New on the Phonograph" as a heading and a dozen numbers beneath. New top hits are listed first, of course, then popular old favorites, then novelties or gimmick disks which have either already established their popularity, or which Lucero thinks have a good future.

Mimeographed up on eight and one-half by five-inch strips of paper, and distributed nightly as crowds of customers begin to fill up any location, these handy memos to the customers have had a powerful effect on upgrading collections.

It isn't unusual for a customer along the bar,

for example, to recognize the title of a number which he has heard only fleetingly, getting up immediately to reach the juke box or nearest wall box.

More often than not, such customers, inspired by interest in three or four of the listings, use a quarter or half dollar to play several tunes.

## Excellent Readership

Any music menu dropped in position in this way is bound to get excellent readership among bar patrons, many of whom are simply sitting, staring into space between orders, or conversations with others.

In some instances, Lucero has found a large percentage of those who are moved to play the juke box are customers who normally don't pay any attention whatsoever to the box but who are attracted by a specific number.

Cost for such music menus are light, probably running to less than 1 cent apiece, inasmuch as Lucero runs off two or three hundred for each location at a time, and delivery is taken care of by the same employee who is there to change the records.

An ordinary mimeograph machine, stencils, and rough mimeograph paper complete the essentials.

In return, the Denver operator has benefited by exceptionally increased location.

# San Francisco Showing in '62: 15% Increase

By GODFREY LEHMAN

SAN FRANCISCO — Music operators in San Francisco experienced a good year in 1962 and are looking forward to better times in 1963.

Both operators and distributors of juke boxes report sales increases averaging 15 per cent or better over 1961 due in part to expansions of locations and improvements of services to existing locations.

Norman West, general manager of the R. F. Jones Company, West Coast distributor of the Rowe-AMI line, reports enjoying an exceptionally high year due to a variety of reasons. The new Model L of Rowe received "excellent acceptance" from the operators, and the company for the first time went into a full-line vending program, including hot and cold beverage machines, dollar bill changers and others. During the year Jones gave up representation of the Seeburg line to Advance Automatic, en-

abling the expansion in distribution.

In addition, the company reopened its Seattle office, closed for a year, and now operates five full offices, in Los Angeles, Honolulu and Denver, in addition to San Francisco and Seattle, and maintains a resident manager in Portland.

On the operator side, the Sam-Russ firm enjoyed an increase of between 20 and 25 per cent over the previous year. President Russ Catinello credits new locations for that, and 10 per cent of the increase, and the remainder to improve collections from previous locations.

The improvement at the existing locations was caused largely by better service. On the theory that no one wants to play a dirty machine, routers kept the machines well cleaned, discarded yellowed labels, maintained a better collection of records. Even a new machine will

(Continued on page 66)

# Broadened Sample Aids Location Programming

DENVER—In checking with location patronage for the type of music they want to hear, it's a mistake to rely on the preferences of only two or three people, according to Frank Huber, of Century-Superbe Music Company here.

Not that Huber and his partner Glenn Pierce don't believe in regular surveys of the customers in cocktail lounges, restaurants, taverns, etc. The important point, Huber emphasizes, is that it takes a good thorough cross-section of the opinions of many people to get a valid enough background to set up a profitable programming job.

Not that Huber is a tavern owner himself for many years as well as a busy juke box and amusement machine operator, makes it a point to talk to at least one-third of the people in any given location, when he is making up the music menu for the following change.

If there are 30 people enjoying a sandwich, drinks or a glass of beer, Huber introduces himself to 10 of them (the chances

are that he already knows many of these patrons), then explains what he has in mind. Often, where the first three people contacted will show a common same specific numbers or types of music, the next seven will have something altogether different in mind, and the choice of the seven will show much better collections than the other three.

Huber, who does most of the change-over programming for upward of 150 locations in the Denver area, finds that the so-called "canned approach" will get much better results than any other. Frankly telling the customer that he is interested in providing the right type of music for the customer's taste, to produce better returns for himself also gets co-operation. Once in a while a customer will voice a complaint over not finding a type of music he likes on the juke box, and wherever such an instance comes up, it is a certainty that Huber will program that variety of music, even though

(Continued on page 66)



CINEBOX, the Italian-made juke box which shows motion pictures, has been pressed into service during the New York newspaper strike. The nation's first on-location units, in Grand Central Station and Pennsylvania Station, show shorts from films current in the New York area. Exhibitors foot the bill for the showing. According to John T. Leonard, Intercom, Inc., U.S. distributor, the first coin-operated units will be available this spring, as soon as a library of English-speaking films is accumulated.

# Heartbeat, Op Phonos Chime In Same Time

NEW YORK — Seymour Schwartz, head of Heartbeat Records, Chicago-based disk manufacturer, said his firm's policy of making singles specifically for the juke box trade is paying off.

Schwartz, here on a visit, pointed out that 95 per cent of the firm's sales are to one-stops, who sell primarily to juke box operators.

The company's basic a.k.a. policy is to couple standards so that the operator can get action on both sides. The firm furnishes free title strips to operators.

All Heartbeat releases are 45 monaural.

# DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 150 per cent increase in maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

IT'S UP TO YOU
RICK NELSON, IMPERIAL 5901
I NEED YOU
I'M GONNA BE WARM THIS WINTER
CONNIE FRANCIS, MGM 13116
AL DI LA
TROUBLE IS MY MIDDLE NAME
BOBBY VINTON, EPIC 9561
LET'S KISS AND MAKE UP
CALL ON ME
BOBBY BLAND, DUKE 360
THAT'S THE WAY LOVE IS
SEND ME SOME LOVIN'
SAM COOKE, RCA VICTOR 8129
BABY, BABY, BABY
SHE'LL NEVER KNOW
BRENDA LEE, DECCA 31454
YOUR USED TO BE
I WANNA BE AROUND
TONY BENNETT, COLUMBIA 42634
I WILL LIVE MY LIFE FOR YOU

# Recent STEREO RELEASES for Music Operators

## ■ ROWE-AMI TOP TALENT

THE LIVELY ONES—Vic Damone, Capitol (Pop Vocal)

Charmaine/Laura • Diane/Nina Never Know • Marie/The Most Beautiful Girl in the World • Ruby/Don't Believe • I Want a Girl/Little Girl

## PERCUSSION ON STAGE

Moury Lows, Time (Pop Instrumental)

The Best Thing for You/Marie • If I Loved You/Pat on a Happy Face • Stranger in Paradise/I've Never Been in Love Before • Let Me Entertain You/Getting to Know You • People Will Say We're in Love/I Could Have Danced All Night

## ■ SEEBURG ARTIST OF THE WEEK

VIVA MEXICO—Orizaba & Orchestra Time (Latin Instrumental)

El Kento/Guadalupe/Los Chingones/Mexican Hot Dances • Perfidia/El Mambo Yardas • Perchips, Perchips, Perchips (Quintan) • Fiesta in Acapulco/Monterrey

All titles listed above are custom 33 1/3 stereo singles packaged for the juke box operator. Other packages or record companies may get weekly listings of their product by sending address to Juke Box Reviews, Billboard, 1166 Avenue of the Americas, New York 36, N. Y.

# Newark Op Offers Tunes by Decades

By AARON STERNFIELD

NEWARK, N. Y.—Any good juke box operator knows the value of nostalgia records on locations frequented by middle-aged patrons. "Amapola," "Jersey Bounce," "Begin the Beguine" and "Sunrise Serenade" may not get much air time, yet they still rack up considerable playing time on the nation's music machines.

When members of the gray and balding set get a couple of beers under their belts, they often want to hear the song

that was the smash of their high school prom.

These records of the 1930's and 1940's are still in plentiful supply, with record companies keeping the disks in catalog and with one-stops and distributors maintaining own inventory.

## Old Favorites

Standard gambit for the operator is to program these disks under an "Old Time Favorites" category. This method works and is responsible for a substantial

(Continued on page 64)



## COINMEN IN THE NEWS

### BOSTON BRIEFS

One Boston operator is truly happy these days. He is Ben Ross, of Graben Vending & Machine Corporation, who has reached his goal in his vocation of yachting. Ben, who was commodore of the Metropolitan Yacht Club, has now been named to the Massachusetts Bay Association and the Commodore Club of America, the aim of every yachtsman. . . Al Levine, former sales manager with Red Distributing Company (Seaburg), is the new Rock-Old distributor for the area and is in the process of finding suitable quarters.

Dave Baker, president of Melo-Tone Vending, Inc., has disassociated himself from American International Bowling Corporation and is now on his own again at his Tremont Street, Everett plant. He is fixing up a 10-square-foot plant in Somerville and expects to be in by the end of the month. Officers of the firm are Baker, president;

Israel Spector, formerly of Capital Vending Company, treasurer, and Alexander Robbins, vice-president.

Baker, who once headed the Massachusetts Music Operators Association, thinks he may try to organize the group again, feels it is much needed for good public image for the industry as well as to fight discriminatory legislation. Dave has been ap-

pointed by the court to handle the music route of the late Nathan Colby, recently found shot to death in his truck. . . Harold Bond, Brookline operator, and his wife are anxiously waiting the birth of their first child. Thugs have been preying on the music and vending industry in these parts of late. Robberies hit one company, Cigarette Serv-

ice of Cambridge, three times in two months. The firm lost \$2,000 and a quantity of cigarettes to thieves in Braintree, \$1,400 in cash and \$1,000 in cigarettes in Quincy, and \$900 in coin and an amount of cigarettes in Boston. Two of the heists were one week apart to the same truck.

CAMERON DEWAR

★ ★ ★ ★ ★  
★ ONLY EPPY ★  
★ can bring you the ★  
★ LARGEST ★  
★ SELECTION ★  
★ for your 5c and 10c ★  
★ Capsule Machines ★

Filled 5c Capsules

Per M

42 King Milk Assorted Flavors  
Adjustable Dispenser, 42 Styles  
One More Beautiful Than The  
Other . . . \$19.50

2 Life-Line Eggs in a Capsule,  
11 Different Flavors . . . 22.00

Two Shakers that Glow in the  
Dark, 2 in each Capsule . . . 30.00

Monitor Teeth, Sanitary Packer  
the Best Available . . . 30.00

Box of 34 Teatons, Assorted  
Flavors . . . 20.00

Predator With Sulfur, Fast  
Value and Beautiful . . . 20.00

Filled 10c Capsules

Per M

Slitless Large Monitor, only  
Eggs Can Do This . . . \$20.00

100 Different Flavors, 100 Styles  
All Rights . . . 20.00

50s Tropical Fish, They Glow,  
You'd Swear It's Alive . . . 20.00

Large "Movie Finger" Popper,  
"Life" in the Dark . . . 20.00

200s Shaker, Beautifully Shiny  
200s . . . 20.00

4 Shaker Heads With Milk,  
Assorted Flavors . . . 20.00

★ ★ ★ ★ ★

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CAPSULE INC.  
975B 144th Place, Jamaica 26, N.Y.

**AMCO**  
**SANITARY**  
**VENDOR**

The Finest for  
Vending Flat Pack  
Products

10c, 25c and  
50c Operation

Vends flat packs up to  
10" x 12" x 16".  
Coin detector with auto-  
matic coin return and  
machine is empty. Se-  
parate coin box.

For Details and Prices  
Write, Wire, Phone Today

**J. SCHOENBACH**  
Factory Distributors of Bulk and Fast Gum  
Machines, Handmade, Plastic, Curved and  
Sanitary Vending Machines. EVERYTHING THE  
OPERATOR NEEDS.

715 Lincoln Place, BROOKLYN 16, N. Y.  
President 2-2900

when answering ads . . .  
Say You Saw It  
In Billboard

**Northwestern**  
**HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.  
Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

**BIRMINGHAM VENDING CO.**  
525 Second Avenue, North  
Birmingham, Alabama  
Phone: BR 4-7326

**VENDING HEADQUARTERS**  
for **VICTOR**

THE MOST COMPLETE and FINEST LINE  
of BULK VENDORS

New Victor 2000 Vendo, Large Capacity . . .  
Holds 2,000 Balls 100-Count Gum . . . or 600 10c  
Capsules . . . Also Available 3 Balls 100-Count  
Gum for \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise.  
Write for Prices.

**H. B. HUTCHINSON, JR.**  
1714 N. Decatur Rd., N.E., Atlanta 7, Ga.  
Phone: DR 4-3100

**oak**  
**PROFIT MAKER!**

25c OR 50c  
SANITARY VENDOR

The machine that will bring in extra profits for small operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 24 1/2" high, 4" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hange (pat. pend.) simplifies servicing.

**oak**  
MANUFACTURING COMPANY, INC.  
11811 Longbridge Ave., Tulsa, Okla., 74116

## N. Y. GROUP CARDS OUTING

NEW YORK—Members of the New York Bulk Vendors Association Monday (14) voted to hold their annual outing at the Concord Hotel, Kinnear Lake, N. Y., the weekend of May 10 in conjunction with the annual convention of the New York Automatic Vending Association. Bulk vending operators belong to both groups, though the latter organization is composed primarily of major vending operators.

## Planning Starts For Chi Parley

NEW YORK—Plans for the 1963 annual convention of the National Vendors Association—to be held in the Sheraton-Chicago Hotel, Chicago, March 28-31, got under way this week with the naming of convention chairmen.

General Chairman Rolf Lobel, Leaf Brands, announced that Bob Guggenheim, Karl Guggenheim, Inc., will be in charge of publicity; Dick Gibbs, Arthur H. DuCrenier, will handle exhibits, and Harold Folz, Folz Vending, will be program chairman.

## Bill to Exempt Conn. Charities

HARTFORD, Conn.—State Representative William J. Montville has filed a proposed measure in the Connecticut Legislature to exempt charitable organizations from the vending machine license law.

Charitable organizations enjoying tax-exempt status under the Internal Revenue Code would be exempted from the necessity of licensing vending machines.

## Injuries Hobble Coin Staffers

NEW YORK—Billboard's coin machine staff was temporarily reduced by one more this week when Dick Wilson, advertising manager, slipped a disc while shoveling snow in his suburban retreat at Homewood, Ill.

Still on the injured list is Nick Birrell, Billboard's Midwest editor and coin machine specialist, who is in St. Francis Hospital, Evanston, Ill., recovering from a ski injury sustained at Iron Mountain, Mich., over the New Year's weekend.

Still active is the New York contingent, Aaron Sternfeld, coin machine editor, and Denis Hyland, Eastern advertising representative.

Both of the survivors have pledged to refrain from violent exercise or physical exertion until the bedridden have returned to active duty.

**5c JUMBO or ROCKET CHARM VENDING IS HERE TO STAY**

Get In the Swim Now!

Write for details and prices of quality assortment . . . 30 different items.

**RUNE LOCK**, the perfect capsule. Patent No. 2749411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

**FREE** Illustrated Literature: Features Charm, Jumbo and Bulk Charms.

**The PENNY KING Company**

2534 Milson St., Pittsburgh 3, Pa.  
World's Largest Selection of Miniature Charms

**Penny-Nickel ATLAS MASTER Vendors**

**VISIT THE VENDORAMA®**

The Most Colorful and Practical Multiple Operation Known to Bulk Vending.

**Super Mart's, Chain Stores, Discount Houses, etc., demand this unique display and the ease of servicing.**

All of these Victor Vending machines are serviced from the front . . . no mess of coins falling on the floor. This is the most practical and successful operation known.

Write for beautiful color circular giving prices of machines and Victor's NEW Universal 4-6-8 Multiple Chrome Display Stand . . . another Victor original.

**VICTOR VENDING CORP.**  
5711 W. Grand Avenue  
Chicago 39, Illinois





THE NEW WURLITZER 2700 was shown in Los Angeles Monday (14), with the event drawing operators from all of Southern California. Left to right: Clayton Ballard, Wurlitzer branch manager; Leonard Hicks, Wurlitzer service manager; Johnny Johnson, Los Angeles operator; Phil Avid, Los Angeles operator; Cliff Nugent, Wurlitzer sales representative; and Herman Stauffacher, San Bernardino operator.

—Photo by Sam Abbott



SOUTHERN CALIFORNIA music machine operators converged on Los Angeles last week to see the new Wurlitzer 2700 on display at the factory branch. Left to right: Michael Cordan, North Hollywood operator; Allen Chick, Los Angeles; John Scovorde, Wurlitzer branch office manager; Harry Burdman, ACA, Los Angeles, and Wolf Peleot, Wurlitzer factory service representative.

—Photo by Sam Abbott

## Cleveland Coinmen Predict Sharp Upturn in '63 Takes

By BOB SUDYK

CLEVELAND — In recent seasons, asking an operator here about his prospects for the coming year was like plunging a knife into him and asking him how long it would take him to bleed to death. It was not a business, it was a bandout, they said.

But with the financial wounds of past bad years healed and the transfusion of a "better than average" 1962 in the ledgers, area operators and distributors are bursting with life again in 1963.

Throwing aside the violins for the trumpets, some cautious veterans of 30 years in the business are predicting rises up to 25 per cent, and some, losing their heads entirely, forecast years similar to the 1958-'59 glories of gold.

### Rocket Ride

Allan Kleinman, of Advance Music Company, sees a rocket ride that will soar between 10 and 15 per cent higher than last year, which also edged upward over 1961. Kleinman points to a promising economic picture in Northern Ohio and the addition of new locations that already are beginning to pay off. A 17 per cent hike was shown in 1962.

Joseph Abraham's Lake City Amusement Company and Lion Distributing Company are gearing for smashing year. He is excited about the new Rock-Ola music machine line and isn't bashful in reporting an expected 25 per cent leap in business.

His concerns are launching a direct mail campaign which will see 1,000 pieces of literature sent out every two weeks. Abraham reports the step-up of this program to take advantage of the bright outlook.

### More Optimism

Harvey Norton, of O & O Music and Amusement Company, is almost equally optimistic but will wait and see before walking the predilection plank blindfolded. He reports 1962 as a bit on the short side but has seen unmistakable signs of renewed vigor here.

Larry Hornbeck, of Shaffer Music of Cleveland, and Norman Goldstein, of Monroe Coin Machine Exchange, both distributors, are convinced that 1963 will be a "very good" year. Hornbeck added, "There is nothing to indicate any drop, and all signs point to a continuation of the rise experienced in 1962."

Monroe Coin will re-evaluate its thinking and will begin to spread its interests into the vending field while still expanding its heavy games and music market, according to Goldstein.

Joseph Lukin, of J. L. Music Company, and Arno Lief, of Lief Music Company, also see a good year ahead, definitely better than 1962, a 20-to-year for them.

In all cases music and games ran about the same speed in 1962.

### Eastland Bill

The Eastland Bill does not affect this area and there is no

## John D. Chandler

Probably the most pleasant aspect encountered by Billboard reporters when covering the annual convention of the Music Operators of Virginia was the opportunity to watch John D. Chandler in action.

The rotund and courtly Virginian, with a seemingly inexhaustible supply of semi-silly stories, had the rare talent of getting operators to relax, persuading them to discuss their problems, and, more often than not, guiding them to a solution of these problems.

We've had the opportunity to watch John at MOV conventions for the last half dozen years, and it's a memory we'll cherish always. It can only be a memory because John died in his home in Richmond on January 10.

Past president and director of MOV, John more than any other man in the State kept the organization going and was responsible for its current healthy position. His dry wit and mental agility on many occasions turned what might have been a stormy session into a constructive meeting. And while John Chandler always spoke his mind in a forthright manner, nobody could get angry with the man, no matter how opposed he might be to John's opinions. If he had an enemy in the world, we never learned of it.

Each year the Music Operators of Virginia donate phonographs to hospitals and youth groups without regard to color or creed. It was John Chandler, during his tenure as MOV president, who initiated this policy.

To Hy Lesnick, his employer and current MOV president, to all the members of MOV, and to Mrs. Chandler we extend our deepest sympathy. We have lost a dear friend and it is doubtful that we will ever see his likes again.



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WAYS TO SCORE "EXTRA RUNS"

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4. 3 TARGETS HIT ON RIGHT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!

PLAYERS RUN BASES AS  
HITS ARE MADE!

CHOICE OF REGULAR  
OR FREE PLAY!



MISSED TARGET  
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SINGLES, DOUBLES, TRIPLES  
AND HOMERS SCORE RUNS  
JUST LIKE "REAL" BASEBALL!

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ARE MADE!

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THE BIG CHANGE  
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One game for 2 nickels—1 dime  
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Six or seven games  
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- EXTRA FAST SCORING!
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STRAIGHT 10¢ PLAY  
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- NEW 15 TO 30 BALL PLAY
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1961—OKLAHOMA

1962—LIBERTY BELLE

1963—SENSATIONAL!

AND THAT'S PUTTING IT MILDLY!

Op Abduction  
Laid to Robber

KENOSHA, Wis. — Police here feel that robbery was the motive behind the abduction of Anthony J. Biernat, 46, owner of the Lakeside Motor Company, a local juke box operation.

Biernat has been missing since January 7. His bloodstained jacket with a seven-inch slash, his glasses and keys were found near his car in a parking lot.

The last person reporting to see Biernat was Mrs. Biernat, who said he had gone to the railroad depot to buy a paper. Residents living near the depot reported hearing cries for help, and several persons said they saw a man being abducted by two other men at the depot at the time of Biernat's disappearance.

Detective Capt. Arthur Riley said that robbery was the probable motive for the abduction, with Biernat's juke box operation not a factor.

## San Francisco

• Continued from page 59

not attract customers' coins if it is dirty, believes Catano.

A sampling of other operators and distributors produced similar reports about the year recently ended. The expansion of population in the West also encourages them regarding continued growth of business during the new year—although some of the smaller operators continue to face the problem of rising costs and the possibility of consolidations of firms to enjoy the business gains without having them sapped up by costs.

"The small man is getting squeezed," according to one. "The problem is going to have to be faced realistically if we are to keep our profits ahead of costs."

## Royalty Fight

• Continued from page 53

board appointed by the Attorney General, representing the songwriters, the juke box operators, and the government. Trustees would have surveys made of performances on juke box to arrive at fair rates of distribution under the law.

The bill provides for court appeal for review of any operator grievance in the U. S. District Court for the District of Columbia.

The Judiciary Subcommittee on Patents and Copyrights under probable chairmanship of Rep. Edwin E. Willis (D., La.), has not yet considered the matter of holding hearings, with formalities of the new session still to be gone through in committee membership determination.

## Broadened Sample

• Continued from page 59

there may be only one such request. "Programming can be helped substantially by the opinions of location customers, but there must always be enough such opinion to get the accurate cross-section," the Denver operator summed up.

## Pennington in Hospital

MEMPHIS — D. V. (Cotton) Pennington, partner in Sammons-Pennington Company, distributor, was in St. Joseph Hospital last week for a check-up.

## London Show to Set Crowd Mark

• Continued from page 56

ated Supercar SpaceShip and the usual range of rides such as Motorcycle, Panda, Muffin and Horse.

Davies Products of Liverpool will be at stands 1 and 2 showing a complete line of carnival and house prizes.

Ruffler & Walker, Ltd., biggest U. K. buyer and distributor of amusement equipment, has taken the biggest ever stand allocated to one exhibitor at the A. T. Exhibition—1963—nearly 700 square feet. "Still not big enough to show our entire range" said the director—Fred Walker and Bill Ruffler, "but enough to get a sample of the bulk stock on display."

Prominent treatment will be given to the new style Rock-Ola Phonographs, for which Ruffler & Walker have the sole U. K. concession.

On display for the first time the Gottlieb Sunset, exclusive twin player model pin table, incorporating a special machine action on strikes. More visible action with the Rock-Ola and Flipper-Cowboy, the exclusive firsts for R. & W.

Among the latest electronic upright machines on show, will be the Casino-Hold and Draw and Treble-Up.

Fruit machines will include the re-designed Duchess with a positive reject on bad, bent or thin coins.

The first multi-payout machine for skill shooting is the Nixon Gun, prepared specially for this media, will be on show.

Mar-Matic Sales, Ltd., sole concessionaires in the United Kingdom for J. H. Keeney and M. Jennings, will be exhibiting its machines on a double decker stand.

Among the machines being shown will be Keeney's Hold and Draw which features double-up-triple-up and Hold and Draw features. Another Keeney unit is the Penny Twirl and is one of the latest electronics suitable for amusement arcades, holiday camps and the like.

Here also will found the pin-ball Rainbow.

The Jennings machines include the 64 Governor and the Penny Comet.

The sales staff will be under the direction of Maurice Sykes.

This year's show, from all reports, bids fair to exceed attendance records of previous years. Consensus among exhibitors is one of optimism and enthusiasm. This is the year when Britain is expected to enter the Common Market. If this comes to pass, and all current indications point to its happening, several of the big operators look forward to the time when they can put British mechanics to work backed by British thoroughness and know-how, in obtaining their share of this pot of gold with British manufactured coin machine equipment. So far, this has not been done because of restrictive tariffs in the European countries.

That this show has an impact throughout Europe, is evidenced

by attendance records which have shown a steady increase each year for the past 16 years. Simon, secretary of the Amusement Trades Exhibition, said that, not counting attendance at general public shows, he estimates that about 2,500 prospective buyers will come for the three-day affair.

The current dock strike in the United Kingdom has hampered the efforts of at least one exhibitor this year—Urban Industries was forced to drop out at the last minute because of the impossibility of getting equipment over for the showing.

## Cleveland Coinmen

• Continued from page 63

Maybe we're too stupid to do anything about it!"

He has considered marking packs of cigarettes and anyone purchases that marked pack would get a free carton. He may try it in 1963.

Most of the operators contacted expect to formulate some sort of public relations program through the Phonograph Merchants Association. Joseph Luckin believes that group PR work is much more effective and beneficial to all than unilateral campaigns. It is believed that some sort of Top Tune of the Month gimmick will be implemented.

## Higher Commissions

Generally, commissions are remaining the same or inching higher. Kleinman reports the rate to the operator here at about 55 per cent of the gross. Harvey Norton experiences variations depending on the type of equipment. The operator is getting the first \$10 and 50 per cent the rest of the way on used machines.

The 33 singles are being used with greater frequency but as yet they are far from having a great impact on the industry here.

"It's like the chicken and the egg," says Norman Goldstein from Monroe Coin. "Operators don't buy the equipment because the variety of records aren't available in the pop field. There isn't a great demand for 33 disks and record companies say get me the demand and I'll put out the records."

Goldstein admits that in time 33 will be the speed as do all other operators surveyed. Most of the 33 singles and the Seeburg programming concept are funneled into prestige locations.

## MOA Observer

• Continued from page 53

Leyser. He founded his company in 1952, after three years with Mills Enterprises, and by taking over the operating assets of that firm. Beginning with the handicap of being a double refugee—first from Hitler, and then from Red China—Leyser is beginning a complete new chapter for the coin phonograph industry.

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**JAZZMAN PASSES:** Body of New Orleans jazzman John Casimir is "passed" to final rest by local jazz groups in traditional "tail gate" scene. Grand marshals Henry Grass

(left) and Alcide Houston (right) lead the hearse as Casimir's friends blow jazz dirges. Casimir, 64, was well-known pioneer Dixielander and played for a number of labels.



**C.&W. PAIS:** Faron Young, c.w. artist now pacted to Mercury, does group handshake bit with label's a.s.r. chief Shelby Singleton (center) and Shelly Snyder, Young's manager, at left, after waxing session.



**LIMBO:** Eddie Miller is presented with new Whom-O Limbo game of Woolworth store in New York City by Herman Baseline of Bette Records Distributors. Game is tied to new teenage dance craze.



**GROWNUP:** Bernadette Castro, seen originally on TV as a puppet in her father's TV furniture commercials, is a grownup now, and a Beach record artist. Seen here with Rocky Marciano.



**COMRADES:** Vivien Leigh and Jean Pierre Aumont, of upcoming musical "Tovarich," gather with lyricist Ann Croswell, composer Lee Pekaritz, book writer David Shaw and director Delbert Mann at rehearsal.



**YOUNGER SET:** At left, Fred Astaire talks to 19-year-old Randy Paige, signed to Astaire's Ava label. At right, Phillip Everly, of the singing brothers, is seen with new bride, former Jacqueline Alice Ertel, after ceremony in N. Y.



**DUBIOUS:** Satchmo looks on with some apparent misgivings as San Francisco's Mayor George Christopher toots Louis' horn to proclaim "Louis Armstrong Day" to celebrate S. F. hotel date.

Billboard

## PHOTO GALLERY OF Newsmakers



**BIG DADDY:** Burl Ives, Decca star, uses his cigar as a pointer during a studio conference, with deejay Audio Ashworth (left) and Decca producer Owen Bradley and a S. man Mike Gabler as audience for lecture. Ives' latest is "The Same Old Man," for which Bradley did arrangement.



**EMI CHIEF:** Sir Joseph Lockwood (center), recently re-elected chairman of EMI, visits Bevens, the firm's subsidiary in Holland. Seen with him, l. to r.: G. Hall, engineer; Burl, secretary; E. T. Dines of EMI; G. M. Oard Jr., Bevens managing director, and EMI official.



**ROME SCENE:** Roberto Yorba, Italian recording star, has just waxed singles version of "Marianne," theme from movie "Counterfeit Teller." There's nothing counterfeited about the two chicks with whom Yorba is seen at recording studio, Maria Grazia Buccella and Jenny Dura, both local thrushes.